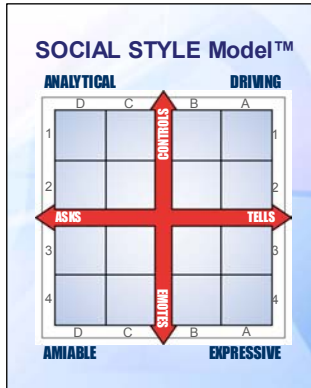


RELATING

# LEVERAGING YOUR RELATIONSHIP EFFECTIVENESS

## SOCIAL STYLE<sup>SM</sup>



## The Best Known Model For Relationship Effectiveness

Receive feedback and analysis of your SOCIAL STYLE<sup>SM</sup> and Versatility Profiles and an application model to increase your relationship effectiveness.



**"Relationship effectiveness is about treating people the way they want to be treated – not the way you want to be treated."**

Tan Joo Seet, Area Partner  
Center for Leadership Studies (Asia)

CELEBRATING  
1985 **25** 2010  
YEARS IN ASIA

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### OVERVIEW

SOCIAL STYLE<sup>SM</sup> develops interpersonal skills that lead to higher performance, for both the individual and the organization.

Using TRACOM's popular and proven SOCIAL STYLE Model™, it delivers long-term benefits.

### DESCRIPTION

This course provides a solid understanding of SOCIAL STYLE<sup>SM</sup> and enhances the participants' overall effectiveness with others. The course incorporates assessment to determine the participant's SOCIAL STYLE<sup>SM</sup> and Versatility – the way they adapt to different types of situations and people.

It is ideal for organizations looking to improve the effectiveness of their people while balancing budget and time commitments. The one-day format allows individuals to explore SOCIAL STYLE<sup>SM</sup> concepts and provides an opportunity for hands-on practice.

It covers all the key concepts of SOCIAL STYLE<sup>SM</sup> and includes video, interactive exercises and facilitated discussion. Participants will undertake a variety of role-playing exercises and application scenarios to see how SOCIAL STYLE<sup>SM</sup> can be applied successfully in their own workplace.

The Participant Guide provides a thorough overview of SOCIAL STYLE<sup>SM</sup> concepts and applications as well as exercises to reinforce the concepts.

### SOCIAL STYLE<sup>SM</sup> AND VERSATILITY PROFILES



During the workshop participants will receive feedback and analysis of their SOCIAL STYLE<sup>SM</sup> and

Versatility profiles. They will also receive the SOCIAL STYLE Model™ application guide cards for improving interpersonal effectiveness.

#### Profile Options

- Paper Self-Perception SOCIAL STYLE<sup>SM</sup> And Versatility Questionnaires And Profiles And Guide
- Online Multi-Rater SOCIAL STYLE<sup>SM</sup> And Enhanced Versatility Profiles

#### Four Steps for Earning Endorsement

1. *Know Yourself* – by recognizing the impact of your actions.
2. *Control Yourself* – By showing tolerance for other's Styles and managing your own reactions to other's style.
3. *Know Others* – by observing others more objectively.
4. *Do Something for Others* – by learning varied responses for creating more productive relationships.

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### ONE-DAY OUTLINE

#### Introduction

- The Success Model
- Observing Behavioral Differences
- Observing And Describing

#### Dimensions Of Behavior

- Behaviors And Personality
- Under-The-Bracket Model
- Assertiveness Dimension
- Identifying Assertiveness
- Responsiveness Dimension
- Identifying Responsiveness

#### The SOCIAL STYLE Model™

- The Four SOCIAL STYLE<sup>SM</sup> Positions
- Identifying SOCIAL STYLE<sup>SM</sup>
- Major Theme Of Each Style
- Key Characteristics Of Each Style

#### Your SOCIAL STYLE<sup>SM</sup> Profile

- Understanding Your SOCIAL STYLE Profile

#### Tension Management

- Behavior Differences
- Tension Productivity Model
- Pattern Of Behavior
- Backup Behavior
- Toxic Relationships

#### Versatility And Social Endorsement

- Earning Versatility
- Four Sources Of Social Endorsement

#### Your Versatility Profile

- Understanding Your Versatility Profile

#### Earning Endorsement

- Steps For Earning Endorsement
- Observing Attempts To Earn Endorsement
- Expert Panel
- Rules For Observing Style

#### Your Proaction Plan

- Application Planning

### PARTICIPANT MATERIALS



Each participant will receive

- Participant Workbook
- SOCIAL STYLE<sup>SM</sup>: Do Unto Others...Accepts/Rejects Guide Card
- SOCIAL STYLE<sup>SM</sup>: Skill Guide Card
- Paper Self-Perception SOCIAL STYLE<sup>SM</sup> And Versatility Questionnaires And Profiles And Guide or Online Multi-Rater SOCIAL STYLE<sup>SM</sup> And Enhanced Versatility Profiles
- Certificate of Accomplishment