



SOCIAL STYLE®

Producing Results with Others™



Two-Day Course

AUDIENCE

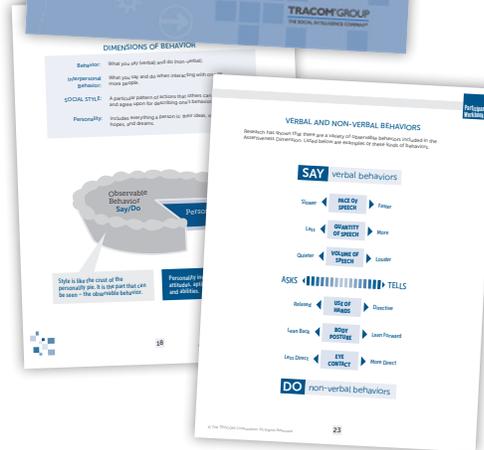
Universal

ASSESSMENTS AVAILABLE

Multi-Rater SOCIAL STYLE & Enhanced Versatility Profile

USE

In-depth interpersonal skills training course designed to suit the needs of a diverse audience and provide sufficient opportunity to apply the concepts learned. As TRACOM's most in-depth and experiential course, Producing Results with Others is an engaging, interactive learning experience.



PRODUCT DESCRIPTION

Producing Results with Others is TRACOM's most thorough and interactive course for a Universal audience, designed to develop interpersonal skills and create thriving workplace relationships at all organizational levels.

This two-day session gives participants a rock solid working foundation in interpersonal skills using TRACOM's proven models for SOCIAL STYLE and Versatility. **Producing Results with Others** is the uncompromising solution to any organization's need to increase workplace communication, morale, effectiveness, and productivity.

Excellent interpersonal skills are essential for success of the individual and for the organization as a whole. **Producing Results with Others** is the most comprehensive tool to ensure these successes.

EXCELLENCE IN INTERPERSONAL SKILLS LEADS TO INCREASED PRODUCTIVITY

It is no surprise that strained workplace relationships are incredible productivity drains. The TRACOM Group recently asked employees about the **greatest causes of poor productivity**.

- 84% blamed poor communication.
- 59% cited poor relationships with bosses and/or co-workers.
- 80% said SOCIAL STYLE training has helped them have more effective relationships with co-workers or teams.
- 65% said if their coworkers or team members took part in SOCIAL STYLE training, it would help them to be more productive.

VERSATILITY

Versatility is a measure of a person's *Image, Presentation, Competence, and Feedback*, the areas that contribute to a person's interpersonal skills. Versatility is a significant component of overall success, comparable to intelligence, previous work experience, and personality.





BENEFITS

Participants will learn to:

- Determine their own SOCIAL STYLE® and Versatility based on self-assessment and ratings from others.
- Effectively communicate with others using their behavioral preferences.
- Understand why some relationships are more productive than others.
- Modify behavior to maximize productivity.
- Maintain proper workplace “tension” for maximum productivity.
- Manage each Style’s “backup behavior” (i.e., default mode when under pressure) in order to iron out differences and maintain well-working teams.
- Increase support and respect from others.
- Improve Key Relationships through role-playing exercises.

THE PARTICIPANT PACKAGE INCLUDES:

Participant Workbook • Reminder Booklet • Accepts/Rejects Card • Improving Key Relationships Guide • Skills Guide Card • Achieving Higher Versatility™ Resource Guide

ADMINISTRATIVE TOOLS FOR COURSE DELIVERY

Facilitating this course requires certification. You may choose to certify your own staff or use TRACOM’s certified instructors.

THE ADMIN KIT INCLUDES:

Facilitator Guide • Participant Package • Resource Tools including Videos, PowerPoint Presentation, Session Evaluation Handout and Participant Certificate Template



Two-Day Course Agenda

DAY ONE

- Introduction
- Dimensions of Behavior
- SOCIAL STYLE Model™
- Interpreting Your SOCIAL STYLE Profile
- Tension Management
- Introducing Versatility

DAY TWO

- Versatility – Understanding Your Score
- The PRO Strategy
- Using the PRO Strategy
- Action Planning
- Final Q&A



Post-Training Micro-Learning

TRACOM offers two post-training tools free of charge to support learning after participants leave the classroom.



SOCIAL STYLE Navigator® is available to anyone with a SOCIAL STYLE profile. The mobile-friendly platform includes modular content to support specific learning objectives. The application includes the SOCIAL STYLE Advisor, the SOCIAL STYLE Estimator, and eLearning modules on the topics of Managing Conflict, Working in Teams, Coaching Others and Achieving Higher Versatility.



SOCIAL STYLE Passport is an interactive tool for individuals who have completed online Universal Multi-Rater Profiles. It allows learners to select any of more than 80 country and regional norms to instantaneously see how their SOCIAL STYLE may change based on the behavior standards of that locale. This tool is especially effective for preparing professionals for work in diverse multi-cultural environments and in virtual or international work scenarios.

For more information, please visit tracom.com.