



SOCIAL STYLE®

Improving Personal Effectiveness with Versatility™



SELF-AWARENESS OF BEHAVIOR IS THE FIRST STEP TO BETTER WORKING RELATIONSHIPS

Employees experience problems at work that are due to lack of interpersonal skills, and overwhelmingly agree that SOCIAL STYLE helps improve working relationships.

- 88% have seen communication breakdowns at work due to Style differences.
- 87% have seen conflict situations due to Style differences.
- 80% said that SOCIAL STYLE training has helped them have more effective relationships with co-workers.



Concepts Guide & Self-Perception Questionnaires

AUDIENCE:

Universal

ASSESSMENTS AVAILABLE:

Paper SOCIAL STYLE Questionnaire
Paper Versatility Questionnaire

USE:

Self-profiling for a convenient and inexpensive introduction to interpersonal effectiveness concepts.



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.

PRODUCT DESCRIPTION

TRACOM's **Improving Personal Effectiveness with Versatility Concepts Guide and Questionnaires** offer a quick and easy introduction to interpersonal effectiveness at work. They help build self-awareness of behavior and an understanding of the importance of improving workplace relationships to increase productivity.

The SOCIAL STYLE Questionnaire assesses how individuals see themselves as communicating and interacting with others at work. The Versatility Questionnaire is independent of SOCIAL STYLE and assesses how individuals relate to others in ways that are important for working effectively with others, regardless of their SOCIAL STYLE.

Using information from the questionnaires, participants can learn to identify SOCIAL STYLEs, and learn strategies for working more effectively with people of each Style. In addition, they can learn mechanisms for increasing their effectiveness by enhancing their Versatility with others.



Paper SOCIAL STYLE & Versatility Questionnaires
Online SOCIAL STYLE & Versatility Profile Report

Special Note: The IPEV Concepts Guide can be packaged with the Paper Self-Perception Questionnaires for SOCIAL STYLE and Versatility or with an Online Self-Perception Profile.



TRACOM GROUP
THE CREATOR OF SOCIAL STYLE®



BENEFITS

- Introduces SOCIAL STYLE and Versatility concepts.
- The only tool of its kind to measure both a person's behavioral style and his or her Versatility.
- Convenient and inexpensive.
- Immediate results.
- Choice of paper-based or online questionnaires.
- Perfect for front-line employees and first-time users.
- Can be built into existing training programs.
- Improves workplace relationships.
- Increases communication skills with colleagues, bosses, direct reports, or within teams.

ADMINISTRATIVE TOOLS AVAILABLE

Facilitating a Workshop – Using the SOCIAL STYLE IPEV Concepts Guide Admin Kit is a helpful resource for anyone using TRACOM's Self-Perception Questionnaires. It provides everything necessary to enable someone to teach a Self-Perception session.

THE ADMIN KIT INCLUDES:

Facilitator Guide • Improving Personal Effectiveness with Versatility Applications Guide and Concepts Guide • SOCIAL STYLE Questionnaire • Versatility Questionnaire • Resource Tools including PowerPoint Presentation, Session Evaluation Handout, Participant Certificate Template and Supporting Research • Style Dial • Accepts/Rejects Guide Card • Skills Guide Card • SOCIAL STYLE & Versatility Facilitator Handbook



Concepts Guide Overview

Introduction to the SOCIAL STYLE Model™
 SOCIAL STYLE Fundamentals
 Your SOCIAL STYLE Self-Perception Profile
 Improving Your Effectiveness with Others
 The Four Sources of Versatility
 Frequently Asked Questions



Post-Training Micro-Learning



SOCIAL STYLE Navigator® is available free of charge 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.

For more information, please visit tracom.com.