



SOCIAL STYLE®

Producing Results with Others™



EXCELLENCE IN INTERPERSONAL SKILLS LEADS TO INCREASED PRODUCTIVITY

It is no surprise that strained workplace relationships are incredible productivity drains. The TRACOM Group 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.



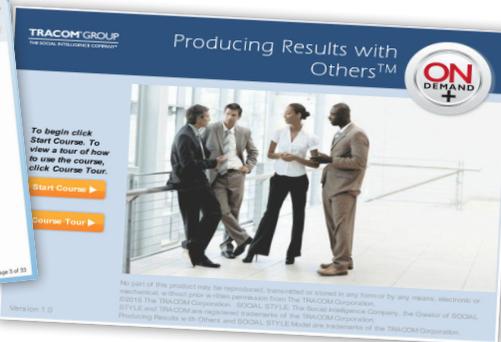
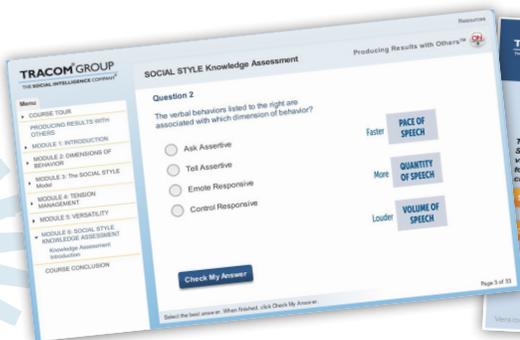
Online eLearning Plus One-Day Course

AUDIENCE

Universal

USE

A combination online and facilitator-led interpersonal skills training course. As TRACOM's most in-depth and experiential SOCIAL STYLE course, Producing Results with Others is an engaging, interactive learning experience.



PRODUCT DESCRIPTION

The **Producing Results with Others On Demand** course is TRACOM's partially online version of our most thorough and interactive SOCIAL STYLE course. In advance of the facilitator-led one-day course, participants complete an online multi-rater SOCIAL STYLE & Versatility Profile and complete a 2-3 hour eLearning session. The majority of the full-day course consists of role-playing exercises and application scenarios to master these skills. **Producing Results with Others** is the 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.

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.

TRACOM GROUP
THE SOCIAL INTELLIGENCE COMPANY®



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.
- Participants will complete an online assessment and receive feedback from others in the form of a Multi-Rater SOCIAL STYLE & Versatility Profile.
- 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 combination of the online eLearning and one-day course provides learners with a highly personalized and satisfying experience.

THE PARTICIPANT PACKAGE INCLUDES:

eLearning Course • Participant Workbook • Skills Guide Card • Accepts/Rejects Guide Card • AHV Resource Guide • PRO Reminder Booklet • PRO IKR Booklet

THE ADMIN KIT INCLUDES:

Participant Package • Facilitator Guide • Resource Tools including Videos, PowerPoint Presentation, Handouts, Evaluation forms, Participant Certificate Template and eLearning course

Many TRACOM products may be purchased online. Visit tracom.com for more information.



Online eLearning and One-Day Course Agenda

SELF-STUDY ELEARNING

- Introduction to SOCIAL STYLE
- Dimensions of Behavior
- SOCIAL STYLE Model™
- Tension Management
- Versatility
- Online SOCIAL STYLE Knowledge Assessment

ONE-DAY COURSE AGENDA

- Introduction and SOCIAL STYLE Review
- Your SOCIAL STYLE Profile Results, Review and Q&A
- Versatility Review
- Your Versatility Profile Results, Review and Q&A
- The PRO Strategy
- Using the PRO Strategy
- Action Planning and Final Q&A

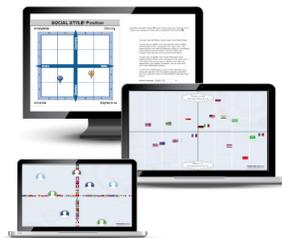


Post-Training Micro-Learning

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.