



**SOCIAL STYLE®**

# Improving Personal Effectiveness with Versatility™



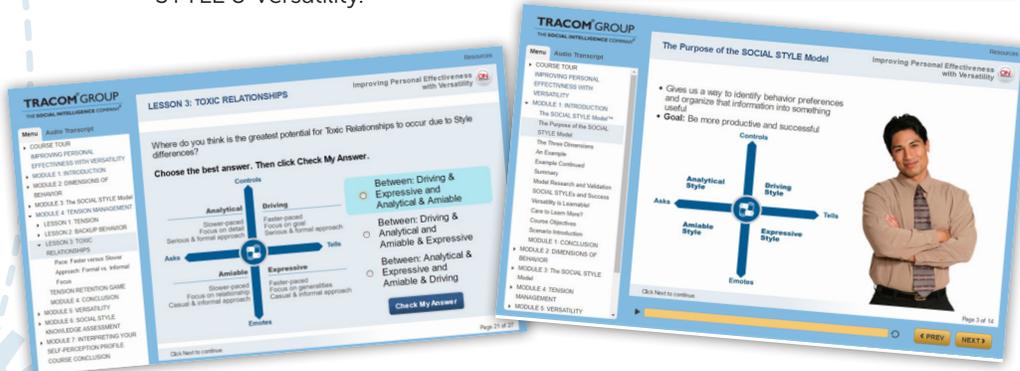
## Online eLearning Course

### AUDIENCE

Universal

### USE

An online introductory course to teach participants the concepts of SOCIAL STYLE & Versatility.



## INTERPERSONAL SKILLS ARE THE ONE SKILL THAT EVERY EMPLOYEE SHOULD HAVE

Research conducted by The TRACOM Group revealed employees overwhelmingly agreed that interpersonal skills were essential at work.

- 88% said that Style differences at work cause Communication Breakdowns.
- 87% reported that Conflict was due to Style differences at work.
- 63% believed that Low Morale was caused by Style differences.
- 80% said that SOCIAL STYLE training has helped them have more effective relationships with their coworkers or team.

## PRODUCT DESCRIPTION

The **Improving Personal Effectiveness with Versatility On Demand** course is an exclusively online program which develops interpersonal skills that lead to higher performance for both the individual and the organization. Using TRACOM's popular and proven SOCIAL STYLE Model™, the On Demand course delivers long-term benefits and allows users to access SOCIAL STYLE training at their own pace. It includes exercises, video vignettes, and focused discussions that raise awareness of the workplace behaviors and communication preferences that directly affect the ability of employees to work together effectively. An online Self-Perception SOCIAL STYLE & Versatility assessment is included. The program is complete with a knowledge assessment at the end and involves 2-3 hours of learning time. Participants will learn how to recognize behavioral and communication preferences and adjust their own behaviors to create

This program includes the SOCIAL STYLE v3 Self-Perception Assessment and Profile, which features improved usability, more practical strategies for success and enhanced graphics.

## 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 discover their own SOCIAL STYLE.
- Participants will learn how their SOCIAL STYLE affects interactions with others.
- Participants will complete an online assessment and receive a self-perception SOCIAL STYLE & Versatility profile.
- Participants will learn to determine the SOCIAL STYLE of others.
- Participants will learn optimal tension levels and how to increase or decrease them to increase productivity.
- Participants will learn to recognize backup behavior and what to do when this “at wits’ end” type of behavior occurs.
- Participants will learn their Versatility level and how to increase their Versatility, which will help them perform at a higher level of social intelligence, increasing performance at work.
- Organizations can expect better employee morale and increased productivity.
- This online option allows participants to gain SOCIAL STYLE training at their pace.

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**Many TRACOM products may be purchased online. Visit [tracom.com](http://tracom.com) for more information.**



## eLearning Course Agenda

Introduction to the SOCIAL STYLE Model™  
Dimensions of Behavior  
The Four Style Positions  
Tension Management  
Versatility  
SOCIAL STYLE Knowledge Assessment  
Interpreting Your Self-Perception Profile  
Course Conclusion



## 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](http://tracom.com).