SOCIAL STYLE

Improving Relationships and Results

As anyone who's ever worked with others can tell you, people approach their jobs in a variety of ways. Some people act quickly, while others take their time; some are sociable, while others are more reserved. Differing "work styles" can often lead to misunderstandings and frustration, not to mention lowered productivity and poor results. When recognized and nurtured, however, these differences have the potential to create balance and produce innovative solutions.

Experiencing the Workshop

The SOCIAL STYLE® learning experience helps participants understand how personal differences impact working relationships. Participants learn and practice skills that will make them more socially and professionally adaptable, producing better results and happier work relationships.

We've outlined below the flow of your SOCIAL STYLE learning experience.

- **SOCIAL STYLE Model™:** First, participants learn the Model through concrete examples, reflection, and explanations of each Style's contribution to a team.

- **Individual Style Profile:** After an introduction to SOCIAL STYLE, participants receive their own SOCIAL STYLE profile and share their results with the group.

- **Working with Style:** The instructor then focuses on the developmental area of each Style, their behaviors under stress, and the implications for working relationships.

- **Style Reading:** Participants learn the key cues and clues that distinguish each Style, and practice what they've learned.

- **Style Adapting:** Participants learn how to tailor their behaviors to improve results when working with people of any Style, then apply their new skills using a real-life situation.

- **Action Planning:** As the day ends, participants create a simple, doable plan for using what they've learned when they're back at work.

SOCIAL STYLE
awareness and adapting skills

- Improve teamwork

- Reduce conflict about how to approach challenges/opportunities

- Enable better coaching and influencing

- Leverage individual strengths and insights