

Social Style

Contents Social Style is an International Training Program that was developed by Tracom Corporation in Denver, Colorado. It deals with interpersonal skills to improve relationships, marketing, sales and admin. in the workplace. Effective use and implementation of skills learnt will lead to improved performance and to achieve the results that you expect. Delegates to this program will learn how to identify styles through visual and audio clues.

They will learn more about themselves, the strengths and weaknesses of every style and specifically their own particular style and what to do to improve their success and reduce the tension they may cause in day-to-day interactions. They will learn how to become more versatile and through their versatility skills adapt their behaviour and develop a strategy for success in business. They will learn how, through knowledge of their own and other styles, they can use their newly learnt skills to create a recipe for success in the workplace.

- Outcomes**
- Identify styles through audio and verbal indicators
 - Understand how behaviour patterns are formed
 - Understand the relationship between tension and productivity
 - Understand the Social Style model and the four styles of the profile
 - Describe back-up behaviour, bucket-dumping and toxic relationships
 - Implement steps to become more successful in the workplace using a combination of style and versatility
 - Learn how to use style daily to become more successful in all aspects of business
 - Skills how to identify and handle conflict

Target Audience Anyone in management, marketing, sales and administration and on all levels of a company who wants to improve all aspects of their managerial abilities, inter-personal effectiveness and overall performance should attend this workshop.

Duration 1 - 2 days (dependent on the choice of the program)

Investment per learner Dependent on exchange rates. A quotation will be provided on request

