



# Improving Your Personal Effectiveness with Others

## WORKSHOP

Never has so much been asked of employees.

In a recent study, TRACOM asked participants to share the top five causes of poor productivity at work. 84% said poor communication within or across work teams, 57% said poor relationships among co-workers and 59% said poor relationships with boss or supervisor.

### TRACOM Does It Best:

*The Improving Your Personal Effectiveness With Others workshop has proven itself with outstanding reviews from participants and making a real impact in organizations. As one participant stated, "This was a great course for me personally and I've learned how important SOCIAL STYLE is for productive teams. I am now planning to use it with my team."*

In a business world of non-stop change, innovation and globalization, companies have come to realize the importance of developing skills for staff to work effectively with others. We all know people are not as easy to manage as projects. They're complex. Diverse. Prone to conflict. So what's the secret? Equip your people to understand each other's behaviors, and they will be better able to work effectively together, creating a high performance workplace. Since the 1960s, millions have used SOCIAL STYLE and Versatility to impact workplace performance.

The TRACOM Group helps companies worldwide improve organizational, team and individual performance including Accenture, Baxter, ConocoPhillips, Dow, Lockheed Martin, McGraw-Hill, Medtronic, and Starwood Hotels.

### Benefits of the Improving Your Personal Effectiveness with Others workshop:

- Discovering your own SOCIAL STYLE and learning how it affects interaction with those you work with on a daily basis
- Learning how to determine the SOCIAL STYLE of those you work with
- Understanding the concept of Versatility, a measure of a person's image, presentation, competence and feedback, the areas that contribute to a person's interpersonal skills.
- Applying the concepts of SOCIAL STYLE and Versatility to real-life situations encountered on-the-job

# Improving Your Personal Effectiveness with Others

## WORKSHOP

**Audience**

Managers and Staff Working with Others

**Length**

One-Half to One Day

**Assessments Recommended**

SOCIAL STYLE Assessment

**Agenda**

Kickoff

Dimensions of Behavior

SOCIAL STYLE Model™

Tension in the Workplace

Improving Versatility

Application Back on the Job

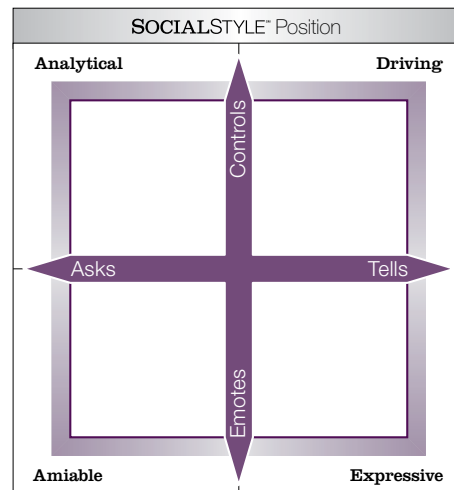
Wrap-up & Evaluation

## How the Workshop is Designed

Improving Your Personal Effectiveness with Others develops the interpersonal skills that lead to higher performance for both the individual and the organization. Using TRACOM’s popular and proven SOCIAL STYLE MODEL™, this workshop delivers long-term benefits. Participants walk through a series of 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 effectively with others. Participants will learn how to recognize these behavioral and communication preferences and adjust their own behaviors to create productive working relationships with individuals of all SOCIAL STYLE’s.

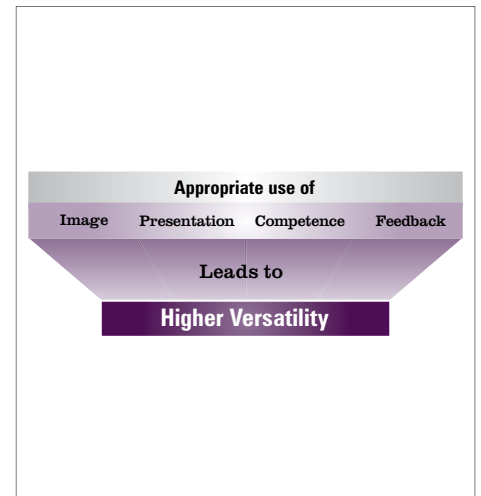
### SOCIAL STYLE Model

SOCIAL STYLE is the world’s most effective interpersonal effectiveness model. It’s easy-to-understand and apply which means individual’s and organizations can quickly improve productivity simply by understanding the into four SOCIAL STYLEs: Driving, Expressive, Amiable and Analytical.



### 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.



The effectiveness of the workshop is enhanced by exercises that apply SOCIAL STYLE and Versatility to business relationships that participants are trying to improve on-the-job.

**For More Information:**

TRACOM GROUP Performance Consulting Division  
 303-265-6120 | 800-737-6004 | www.tracomcorp.com  
 PerformanceConsulting@tracom.com

**Solving Business Challenges Through:**

- | Leadership Development
- | Individual Performance
- | Team Development
- | Employee Engagement