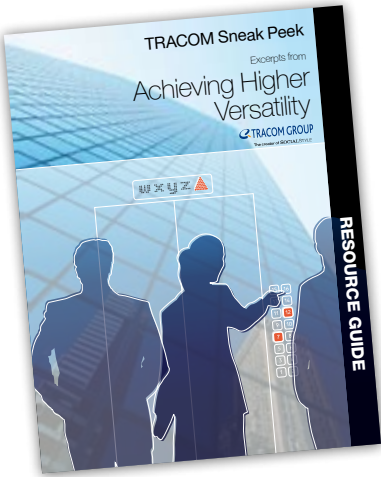


Achieving Higher Versatility

RESOURCE GUIDE

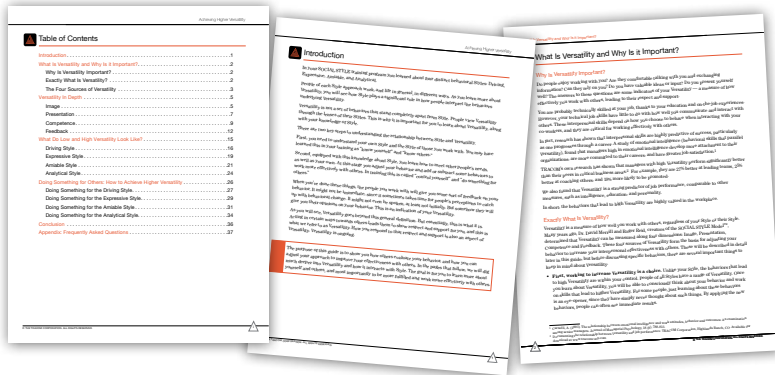


Audience: Managers, Sales Professionals, Individual Contributors

Type: Resource Guide

Length: 38 pages

Use: *Achieving Higher Versatility* is a hands-on guide to mastering the Versatility skills that determine individual and organizational success. This guide includes detailed descriptions of Versatility and specific techniques for improving your own productivity when working with others. The perfect follow-up for anyone with previous SOCIAL STYLE training.



VERSATILITY: A PROVEN WORKPLACE ADVANTAGE

- Managers with high Versatility skills were 27% better at leading teams, 25% better at coaching others and achieved 19% better overall performance than other managers.
- A new study found a close relationship between Versatility and Emotional Intelligence (EQ). Research also shows that Versatility and EQ can be improved with training.
- 88% of training executives cited said that SOCIAL STYLE and Versatility training works “very well” or “extremely well.” This was significantly higher than the scores for DiSC and Myers-Briggs training.
- 92% of sales professionals trained in SOCIAL STYLE and Versatility say it results in better relationships with customers and 58% have closed sales they otherwise might not.

This book is the most comprehensive guide to Versatility available. Readers will:

- Fully understand Versatility concepts
- Objectively assess their own Versatility strengths and weaknesses
- Understand how different Styles assess Versatility
- Learn specific ways to improve their Versatility and productivity

With millions of users in 35 countries, SOCIAL STYLESM is the world’s best-known model for interpersonal effectiveness and is a proven way to improve individual and organizational performance. Versatility is a person’s ability to work effectively with others and the most important part of the SOCIAL STYLE Model.TM

Research has shown that Versatility is a significant component of a person’s overall success; comparable to intelligence and previous work experience. *Achieving Higher Versatility* is an in-depth look at Versatility and a prescriptive guide to putting Versatility skills to work.

The guide includes an analysis of the components of Versatility, a review of how each of the four Styles evaluate Versatility and specific tips to achieve higher Versatility when working with people of each Style. A thorough review of Style-specific tensions helps readers head off conflict and reduce its impact.



Achieving Higher Versatility

RESOURCE GUIDE

MORE FROM TRACOM, THE CREATOR OF SOCIAL STYLE

The *Working with SOCIAL STYLE* series teaches how to apply the SOCIAL STYLE Model, SOCIAL STYLE concepts and provide Style-specific advice for common workplace challenges. Titles in this series include: *Managing Conflict with STYLE*, *Working in Teams with STYLE*, *Coaching with STYLE* and *Enhancing Emotional Intelligence with STYLE*.

SOCIAL STYLE & Versatility Concepts for Facilitators is the definitive guide to the world's most-used interpersonal skills model. Required reading for new facilitators and a great resource for even the most experienced Style trainer.

TRACOM offers a variety of *Concepts Guides* and *Applications Guides* to teach the SOCIAL STYLE Model and learn to apply these powerful skills. These guides are available for a Universal Audience or tailored to address the responsibilities of Managers or Sales Professionals.

Many TRACOM products may be purchased online. Visit www.socialstyle.com to learn more or shop.

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