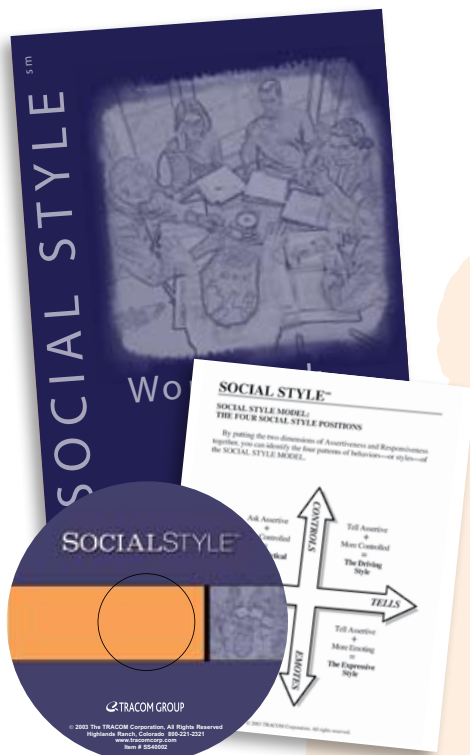


Producing Results with Others - Blended

COURSE



Audience: Universal

Type: Blended Learning Course

Length: Self-Paced Study with One-Day Class*

Assessments Available:
Multi-Rater SOCIAL STYLESM & Enhanced Versatility Profile

Use: In-depth interpersonal skills training course designed to suit the needs of a diverse audience and provide sufficient opportunity to apply the concepts learned. Flexible delivery makes it ideal for difficult schedules and varied learning styles.

* Producing Results with Others is also available in a two-day course without self-study.

PRODUCT DESCRIPTION

Producing Results with Others is TRACOM's most thorough and interactive course for a Universal audience, designed to develop interpersonal skills and create thriving workplace relationships at all organizational levels.

The Blended version of **Producing Results with Others** combines Self-Paced Study with a One-Day Class to optimize the benefits of the course while increasing flexibility and delivering high value. Participants complete a computer-based introduction and fill out their online SOCIAL STYLE and Versatility Profiles before the course. The classroom portion includes a detailed discussion of the profiles, as well as interactive exercises and role playing. Executives, managers and individual contributors alike will undoubtedly return to work much more in-tune with their own behavior and with the acute ability to develop positive, productive relationships with others.

Excellent interpersonal skills are essential for success of the individual and for the organization as a whole. **Producing Results with Others** is the most comprehensive tool to ensure these successes.

EXCELLENCE IN INTERPERSONAL SKILLS LEADS TO INCREASED PRODUCTIVITY

It is no surprise that strained workplace relationships are incredible productivity drains. The TRACOM Group recently asked employees about the **greatest causes of poor performance**.

- 84% blamed poor communication.*
- 59% cited poor relationships with bosses and/or co-workers.*

Following SOCIAL STYLE Training:

- 80% said SOCIAL STYLE training has helped them have more effective relationships with co-workers or teams.*
- 65% said if their coworkers or team members took part in SOCIAL STYLE training, it would help them to be more productive.*

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.

*2007 TRACOM Research Study



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BENEFITS

Participants will learn to:

- Determine their own SOCIAL STYLE and Versatility based on self-assessment and ratings from others.
- Understand behavioral strengths and weaknesses.
- Effectively communicate with others using their behavioral preferences.
- Understand why some relationships are more productive than others.
- Modify behavior to maximize productivity.
- Maintain proper workplace “tension” for maximum productivity.
- Manage each Style’s “back-up behavior” (i.e., default mode when under pressure) in order to iron out differences and maintain well-working teams.
- Obtain social endorsement (or approval) from others.

Participant Package Includes:

Blended SOCIAL STYLE Workbook, and SOCIAL STYLE CD, Achieving Higher Versatility Resource Guide.

ADMINISTRATIVE TOOLS FOR COURSE DELIVERY

Facilitating this course requires certification. You may choose to certify your own staff or use TRACOM’s certified instructors.

The Administrative Kit includes:

Facilitator Guide • PowerPoint presentation used in the one-day follow-up session • Feedback form (PDF).

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COURSE OUTLINE

COURSE	30 MIN
<ul style="list-style-type: none"> ■ Welcome ■ Benefits Of Style Training 	
LESSON 1: SUCCESS MODEL	30 MIN
<ul style="list-style-type: none"> ■ Success Model ■ Observing Differences 	
LESSON 2: SOCIAL STYLE REVIEW	60 MIN
<ul style="list-style-type: none"> ■ Dimensions of Behavior ■ SOCIAL STYLE Model ■ Tension Management 	
LESSON 3: UNDERSTANDING YOUR PROFILE	210 MIN
<ul style="list-style-type: none"> ■ Understanding Your SOCIAL STYLE Profile ■ Understanding Your Versatility Profile ■ Q&A 	
LESSON 3: INTERACTIVE EXERCISES	150 MIN
<ul style="list-style-type: none"> ■ Interactive Exercises ■ Q&A 	
ESTIMATED COURSE TIME:	480 MIN

