

# Using the SOCIAL STYLE<sup>SM</sup> Self-Perception Guide

## ADMIN KIT



**Audience:** Trainers and Facilitators

**Type:** Admin Kit and Resource

**Assessments Available:**

Online and Paper Self-Perception Questionnaires

**Use:** This Admin Kit is a “how-to” guide to using TRACOM’s Self-Perception Guide to facilitate a SOCIAL STYLE workshop. It provides everything needed to learn to teach a SOCIAL STYLE class.

### SELF-AWARENESS OF BEHAVIOR IS THE FIRST STEP TO BETTER WORKING RELATIONSHIPS

Research shows that interpersonal skills are a common source of workplace problems. Understanding SOCIAL STYLE reduces such problems and their impact. Consider:

- 84% of people said that poor communication decreased productivity.
- 87% of people have experienced conflict due to Style differences
- 80% of people said SOCIAL STYLE helped them have more effective relationships with co-workers.

### PRODUCT DESCRIPTION

TRACOM’s Using the SOCIAL STYLE Self-Perception Guide Admin Kit is a single resource to enable trainers and facilitators to quickly teach a SOCIAL STYLE class. It provides relevant SOCIAL STYLE background, information about the SOCIAL STYLE Self-Perception Guide and recommended course content for two-hour and four-hour training courses.

TRACOM’s Self-Perception Questionnaires are a popular choice among trainers because no pre-work is required and they are easily administered in a classroom. This Admin Kit is a self-study resource to equip any trainer with the knowledge and tools to teach a SOCIAL STYLE course using Self-Perception Questionnaires and concepts.

The Admin Kit includes Self-Perception SOCIAL STYLE and Versatility questionnaires, course teaching aids, and a resource CD.

### SELF-PERCEPTION CLASSES ARE EASY TO TEACH AND QUICKLY IMPROVE WORKPLACE PERFORMANCE



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## BENEFITS

- Learn key concepts of SOCIAL STYLE Model and Versatility.
- Understand how to administer and score Self-Perception Questionnaires.
- Receive detailed, timed outlines for two-hour and four-hour SOCIAL STYLE classes.
- Develop skill in teaching SOCIAL STYLE classes.

## ADMIN KIT CONTENTS

### INTRODUCTION

Understanding the SOCIAL STYLE Model™  
Roots of the SOCIAL STYLE Model

### WORKSHOP MATERIALS

Course Materials  
The Self-Perception Guide  
Self-Perception Questionnaires  
Preparation for the Self-Perception Workshop

### COURSE OUTLINES

Two-hour, timed course outline  
Four-hour, timed course outline  
Optional Exercises

### ADDITIONAL RESOURCES

SOCIAL STYLE Skills Guide Card  
Accepts/Rejects Guide Card  
Resource CD with PowerPoint Deck and Background Materials  
Style Dial  
Improving Personal Effectiveness with Versatility Applications Guide  
Sample Online Self-Perception Profile  
SOCIAL STYLE Research and Whitepapers

