

Social Styles Workshop

The Social Style workshop includes a personal assessment - an easy-to-use tool for learning about the participant's behavioral interpersonal communication preferences as well as their degree of versatility. It helps participants understand why they find some relationships more productive than others. It will help participants develop insight to their behavioral strengths and weaknesses. It will help participants develop a way of communicating with others, knowing that behavioral styles are not good or bad, just different.

The Social Style assessments were recently found to be more effective than Myers-Briggs Type Indicator (MBTI) and DiSC. Individuals and organizations learn to quickly improve productivity simply by understanding the four social styles: Driving, Expressive, Amiable, and Analytical.

A key element of the Social Style model is the concept of Versatility. This is a measurement of ability to work productively with others. The workshop also stresses the value of diversity as a way to build upon the participant's strengths and the strengths of others to develop productive relationships. A person's Versatility is a better predictor of business success than their style.

Fundamentals <ul style="list-style-type: none">• Behavior versus Personality• The "Say" and "Do" Standard• Predicting Behaviors• Dimensions of Behavior	Four Social Style Positions <ul style="list-style-type: none">• Driving Style• Expressive Style• Amiable Style• Analytical Style
Four Sources of Versatility <ul style="list-style-type: none">• Image• Presentation• Competence• Feedback	Implementation <ul style="list-style-type: none">• Identifying Styles• Back-up Behaviors• Modification Strategies• Do Unto Others