

Improving Personal Effectiveness with Versatility™

A quick and easy introduction to interpersonal effectiveness at work.



BENEFITS OF TRAINING VIRTUALLY

- It's a cost-effective way to train—no travel, no lunches brought in!
- You can schedule, customize and deliver the training from your own computer
- It expands your skillset and increases the value you bring to your company and clients
- TRACOM will train you to teach this curriculum virtually, or we can facilitate it for you

PRODUCT DESCRIPTION

Self-awareness of behavior is the first step toward better working relationships. Your training participants will complete a self-perception survey to build that self-awareness, along with an understanding of the importance of improving workplace relationships to increase productivity.

Using insights from a profile report based on that assessment, participants learn to identify SOCIAL STYLES® and use strategies for working more effectively with people of each Style. They'll also learn how to become more effective by enhancing their Versatility with others—a key indicator of a person's professional success.



Virtual Delivery Options

- One three-hour session
- Two separate 90-minute sessions



Audience

- Executives
- Managers
- Individual Contributors



Assessment

- Online Self-Perception SOCIAL STYLE & Versatility Profile

Research conducted by The TRACOM Group reveals employees overwhelmingly agree that interpersonal skills are essential at work:

- 88% said Style differences at work cause communication breakdowns
- 87% report that conflict at work was due to Style differences
- 63% believe low morale was caused by Style differences
- 80% said SOCIAL STYLE training helped them develop more effective relationships with their coworkers

This convenient, inexpensive course enables you to develop these interpersonal skills in all of your employees.

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Training Agenda Options



ONE 3-HOUR VIRTUAL TRAINING SESSION

Introduction
SOCIAL STYLE Fundamentals
The SOCIAL STYLE Model™
Your SOCIAL STYLE Self-Perception Profile
Breakout Room Exercise
Break
Improve Your Effectiveness with Others
The Four Sources of Versatility
Your Versatility Self-Perception Profile
Breakout Room Exercise
Key Learnings and Next Steps

PARTICIPANTS WILL...

- ✓ Learn the fundamentals of SOCIAL STYLE and Versatility
- ✓ Identify how their behaviors can affect interactions with others
- ✓ Build a self-awareness of their own Style and level of Versatility
- ✓ Learn how to determine what Style someone else might be
- ✓ Understand how they can become more Versatile toward other Styles

THE CLASSROOM IS VIRTUAL. THE RESULTS ARE REAL.

Contact us for help in creating the best virtual training experience for you and your participants.

TRACOM® GROUP
THE SOCIAL INTELLIGENCE COMPANY®

TWO 90-MINUTE VIRTUAL TRAINING SESSIONS

Session 1
Introduction
SOCIAL STYLE Fundamentals
The SOCIAL STYLE Model™
Your SOCIAL STYLE Self-Perception Profile
Breakout Room Exercise

Session 2
Improve Your Effectiveness with Others
The Four Sources of Versatility
Your Versatility Self-Perception Profile
Breakout Room Exercise
Key Learnings and Next Steps

WHAT'S INCLUDED...

Facilitators receive:

- Facilitator Guide
- *Improving Personal Effectiveness with Versatility* Concepts Guide and Applications Guide
- PowerPoint Presentation
- Teaching Resources: Style Dial; Accepts/Rejects Guide; Skills Guide, Digital Handouts, Session Evaluation Handout
- Participant Certificate of Completion

Training participants receive:

- Digital *Improving Personal Effectiveness with Versatility* Concepts Guide
- Self-Perception Profile Report they can download from TRACOM's system

POST-TRAINING ON-DEMAND RESOURCES

SOCIAL STYLE NAVIGATOR®

SOCIAL STYLE Navigator can be accessed on any device to help apply what was learned—in real-time. The application includes an estimator that allows you to determine what someone's Style might be if you don't know it. Then you can access just-in-time advice on how to most effectively interact with that person in a number of workplace scenarios. Navigator also allows you to experience self-directed eLearning on critical behaviors like managing conflict, working in teams, coaching others and achieving higher Versatility.

SOCIAL STYLE PASSPORT

SOCIAL STYLE Passport is an interactive tool that allows learners to select from nearly 90 country and regional norms to learn how their Style may change based on the behavior standards of that locale, to help them become most productive when working in multi-cultural environments, physically or virtually.