

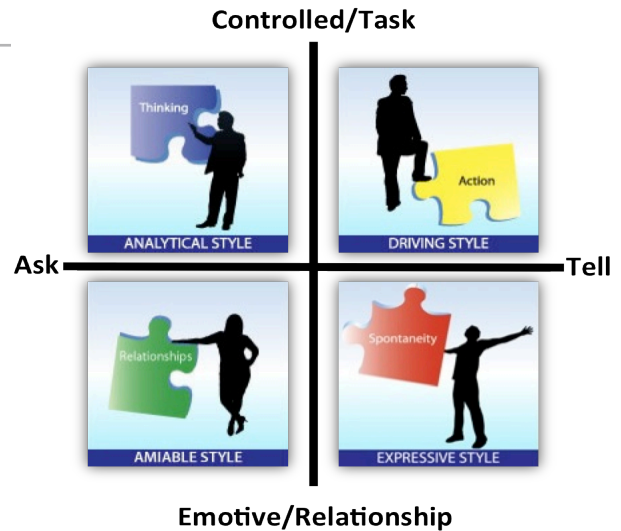
Influencing Skills Through SOCIAL STYLE®

About the Program

Program Description:

Understanding how to effectively “connect” with people has been a topic of management interest for years. Influencing Skills Through SOCIAL STYLE® is a program designed around the concept of “social styles”. The premise is that all people fall into predictable patterns of behavior, and once identified, can be used as a way to improve interactions and relationships. Participants look at people from a behavioral stand-point. Once you understand an individual’s social style, you can modify and flex your communication style for maximum impact.

Participants complete an online multi-rater assessment or a paper self assessment of their style. This analysis provides data on how others perceive their level of assertiveness, responsiveness and versatility. Once they understand their own style, the emphasis of the class is shifted to “how to identify the style of others” and flexing strategies.

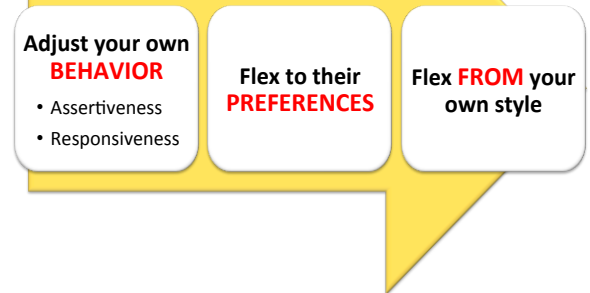


Learning Objectives:

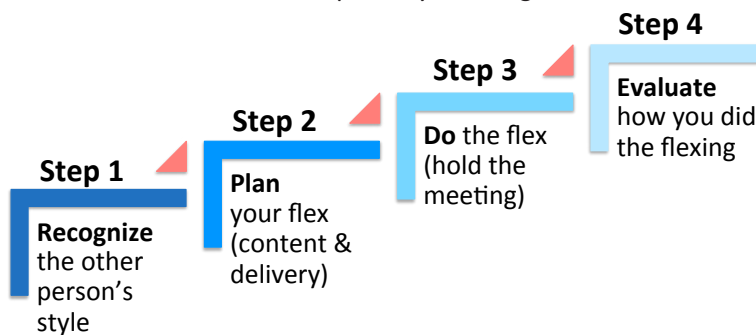
After completing this program, participants will be able to:

1. Identify their own SOCIAL STYLE® which will give them information about their behavior based on the perception of others
2. Gain a better awareness of how their interpersonal behaviors come across to other people
3. Identify the different needs and expectations of each of the four behavioral styles
4. Recognize the behavioral styles of others through observing verbal and non-verbal behavior
5. Design specific strategies to achieve effective working relationships
6. Flex their style to reduce tension and resistance by relating to individuals in their comfort zone
7. Recognize how stress affects each behavioral style and identify ways to deal with individuals under stress

Three Ways to Flex



Four Steps to Style Flexing



Themes:

The contents of the *Influencing Skills Through SOCIAL STYLE®* program revolve around utilizing the SOCIAL STYLE® Model.

The workshop helps participants build effective relationships by focusing on: ¹⁾ understanding their own style and typical associated behaviors; ²⁾ reading behaviors to determine the style of the person they are communicating with; and ³⁾ using strategies to flex and adapt their behavior to build trust and make others more receptive.