



academy
leading with impact

DEVELOPING VERSATILE INTERPERSONAL BEHAVIOUR

“Because SOCIAL STYLE is based on observable behaviour you can quickly identify a person’s preferences and make informed choices to make that person comfortable. This ability to moderate your behaviour is what we call Versatility” TRACOM Group

Understand others and your own social styles

A social style is a “pervasive enduring pattern of interpersonal behaviours” (Bolton & Bolton 1984).

COURSE FOCUS

This workshop's purpose to provide participants with the following insights and is based on **TRACOM'S SOCIAL STYLE MODEL™** :

- ✓ Understand yourself and others better and increase your influence
- ✓ Understand the characteristics and weaknesses of the different styles
- ✓ Learn versatility – adapt to other people's styles so they feel comfortable
- ✓ How to recognise the styles of others
- ✓ How to present information to the different styles
- ✓ Improve relationships at home and work
- ✓ Reduce tension and handle conflict better
- ✓ Understand others' likely reactions to stress or adversity



THE SOCIAL STYLES WORKSHOP

Participants will complete a short questionnaire during the workshop. The theory behind this social style approach is behaviour-based not a psychological profile. The social styles workshop has proven particularly valuable to software development teams in their engagement with stakeholders in order to elicit and provide information.

SOCIAL STYLE - The Easiest Model to Learn & Apply

- Four unique SOCIAL STYLEs each with their own behavioural preferences
- Apply actionable strategies to create more effective relationships
- SOCIAL STYLE and Versatility skills are directly related to workplace high performance

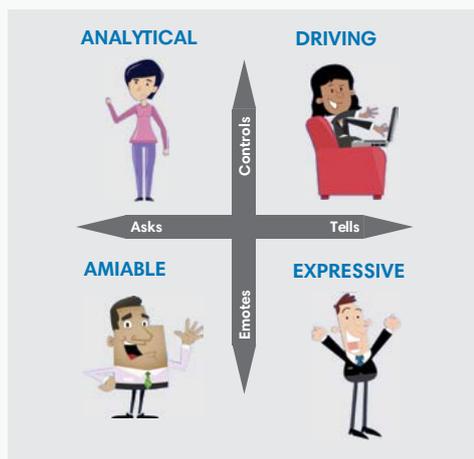


Image Source:
www.tracomcorp.com/social-style-training/model/

R10,000

excl. VAT per person
Up to 20 participants

Course duration	4 Hours
Location	On-site
Prerequisite	Growth mind set

CONTACT US

Tel: +27 87 135 2334

E-mail: academy@dvt.co.za

Address: Block B, Eco Fusion 4,
300 Witch-Hazel Avenue, Centurion, 0169

Register at:

www.dvt.co.za/training-courses