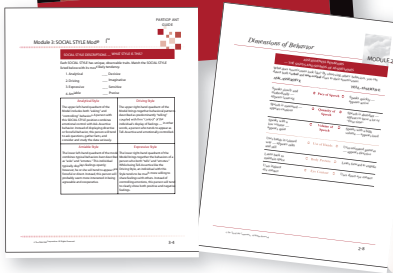
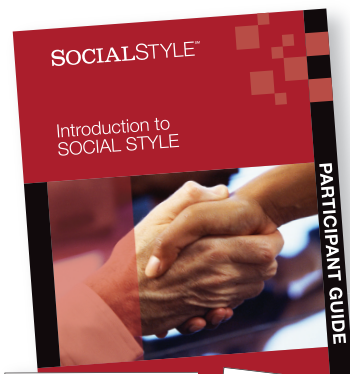


presents

IN SEARCH OF A HAPPIER WORKPLACE

*How Understanding SOCIAL STYLE™ Can Improve Productivity
and Reduce Workplace Stress*

INTRODUCTION TO SOCIAL STYLE™ A half-day invitational workshop



WHEN

Wednesday, April 20, 2016
9:00 AM to 12 NOON

WHERE

Four Points by Sheraton
5505 Airport Way, Kelowna

COST

\$200 + GST

Early Bird rate
until April 11:
\$98 + GST!

BONUS

Includes a one-hour complimentary
follow-up one-to-one coaching session

PRODUCT DESCRIPTION

Introduction to SOCIAL STYLE develops interpersonal skills that lead to higher performance for both the individual and the organization. Using TRACOM's popular and proven SOCIAL STYLE MODEL™, this half-day class delivers long-term benefits. The instructor-led course walks participants through a series of exercises, video vignettes, and focused discussions that raise awareness of the workplace behaviours and communication preferences that directly affect the ability of employees to work together effectively. Participants will learn how to recognize these behavioural and communication preferences and adjust their own behaviours to create productive working relationships with individuals of all SOCIAL STYLES.

The **Introduction to SOCIAL STYLE** workshop was developed to meet clients' requests for a short and affordable course that could be administered to a greater number of individuals within their organizations. The half-day format and economical pricing enable our clients to develop these skills in all of their employees.

GOOD INTERPERSONAL SKILLS ARE THE ONE THING THAT EVERY EMPLOYEE SHOULD HAVE

Research conducted by **The TRACOM Group** revealed employees overwhelmingly agreed that interpersonal skills were essential at work.

- 88% said that Style differences at work cause Communication Breakdowns.*
- 87% reported that Conflict was due to Style differences at work.*
- 63% believed that Low Morale was caused by Style differences.*
- 80% said that SOCIAL STYLE training has helped them have a more effective relationship with their coworkers or team.**

VERSATILITY

Versatility is a measure of a person's Image, Presentation, Competence, and Feedback, the areas that contribute to a person's interpersonal skills. Versatility is a significant component of overall success, comparable to intelligence, previous work experience, and personality.

*2006 and **2007 TRACOM Research

A half-day invitational workshop **INTRODUCTION TO SOCIAL STYLE™**

In Search of a Happier Workplace—
How Understanding SOCIAL STYLE™ Can Improve Productivity and Reduce Workplace Stress

BENEFITS

- Participants will discover their own SOCIAL STYLE.
- Participants will learn how their SOCIAL STYLE affects interactions with others.
- Participants will learn to determine the SOCIAL STYLE OF OTHERS.
- Participants will learn optimal tension levels and how to increase or decrease them to increase productivity.
- Participants will learn their Versatility level and how to increase their Versatility, which will help them perform at a higher level of social intelligence, increasing performance at work.
- Organizations can expect better employee morale and increased productivity.

TO REGISTER

To register for this half-day invitational workshop, please visit

www.johnkwhitehead.ca/events/

and follow the link for the on-line registration form.

Early Bird registration (\$98 + GST)
deadline: Monday, April 11, 2016

Regular registration (\$200 + GST)
deadline: Monday, April 18, 2016.

QUESTIONS?

Contact John Whitehead at
250.707.1381 or
john@johnkwhitehead.ca

MODULE 1: COURSE INTRODUCTION

Workshop Benefits

Learning Objectives

MODULE 2: DIMENSIONS OF BEHAVIOUR

Assertiveness Dimension

Assertiveness Behaviours

Assertiveness Patterns of Behaviour

Responsiveness Dimension

Responsiveness Clues

The Theme of Responsiveness

MODULE 3: SOCIAL STYLE MODEL

SOCIAL STYLE MODEL

SOCIAL STYLE Descriptions

Key Characteristics of Each Style

Need, Orientation, and Growth Action

Analytical Style | Driving Style | Expressive Style | Amiable Style

MODULE 4: SOCIAL STYLE PROFILE

Your SOCIAL STYLE Profile

MODULE 5: MANAGING TENSION

Managing Tension

Backup Behaviour Model

Managing Others' Backup Behaviour

MODULE 6: VERSATILITY

Versatility

What Causes Others to Endorse You

Versatility Challenge

MODULE 7: VERSATILITY PROFILE

Your Versatility Score

Earning Social Endorsement

Steps to Enhance Your Versatility

Style in Action Video

MODULE 8: STYLE FORUM

Techniques for Observing Others' Style

MODULE 9: WORKSHOP CONCLUSION

Next Steps and Key Learning

