



Social Style® : Building Interpersonal Effectiveness

HALF-DAY WORKSHOP ~ JUNE 9, 2015 ~ HONG KONG



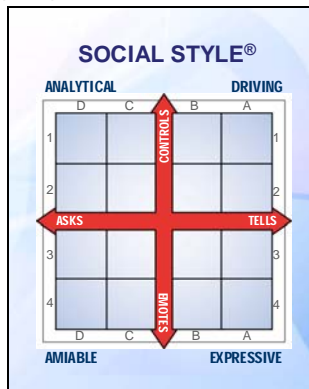
THE WORLD'S MOST EFFECTIVE INTERPERSONAL SKILLS TRAINING

Social Style® is the world's leading Behavioral Style model. It has been used by thousands of organizations to improve leadership performance and sales results.

Each of the four Styles has behavioral patterns in how they work with others, and research shows that people of any Social Style® can be successful in any profession. If someone's Social Style® is not inherently good or bad, what is the point of studying these behavioral preferences? Understanding Style allows you to identify the preferences of others and modify your behavior to make others more comfortable. This is known as Versatility, and it is strongly linked to career and business success.

The Social Style® Profile measures Social Style® and Versatility, allowing you to take steps to improve your relationships and performance. Taking these steps is especially important for increasing leadership performance, developing coaching skills, increasing sales, building relationships, working in teams and enhancing communications.

Building Interpersonal Effectiveness develops your interpersonal skills that will lead to higher performance for you, your team and your organization. It will enhance your overall interpersonal effectiveness with others. The course incorporates assessment to determine your behavioral preferences and patterns, and your Social Style® profile.



TARGET AUDIENCE

- Managers
- Team leaders
- Sales professionals
- Technical professionals
- Team members
- Individual contributors

PROGRAM OBJECTIVES

Upon completion of this program, participants should be able to:

- Increase the understanding of behavioral preferences and patterns and how people view others
- Gain a working understanding of the Social Style® Model
- Determine their Social Style® by completing a Self-Perception questionnaire
- Identify the Social Style® of others
- Adjust their Social Style® to build interpersonal effectiveness

PROGRAM AGENDA

- Introduction**
 - Objectives And Overview
 - The Social Style® Self-Perception Questionnaire
 - The Versatility Self-Perception Questionnaire
- Dimensions Of Behavior**
 - Behaviors Versus Personality
 - Observable Say And Do Behaviors
 - Assertiveness Dimension
 - Identifying Assertiveness
 - Responsiveness Dimension
 - Identifying Responsiveness
- The Social Style® Model**
 - The Four Social Style® Positions
 - Major Theme Of Each Style
 - Key Characteristics Of Each Style
 - Social Style® Summary
- Your Social Style® Profile**
 - Your Social Style® Position
 - Learn More About Your Social Style® Position
- Improving Your Effectiveness And Versatility**
 - Improving Your Effectiveness With Others
 - The Four Sources Of Versatility
 - Versatility
- Your Versatility Profile**
 - Your Versatility Score
 - Versatility Components
- Your Proaction Plan**
 - Application Planning

PARTICIPANT MATERIALS

Each participant will receive:

- Self-Perception Social Style® Questionnaire
- Self-Perception Versatility Questionnaire
- Social Style® Concepts Guide
- Social Style® Skill Guide Card
- Social Style® Dial
- Social Style® Your Proaction Plan

TRACOM® GROUP

INTERNATIONAL DISTRIBUTOR

CENTER FOR LEADERSHIP STUDIES (ASIA) PTE LTD

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Social Style[®]: Building Interpersonal Effectiveness

ADMINISTRATIVE DETAILS

Language : English
Date : June 9, 2015
Time : 9.00am – 1.00pm

Early Bird Fee:

- Register and pay before May 11, 2015
- Single Registration: HK\$3,200/participant
- Group Discount: Register three or more participants at HK\$2,800/participant

Regular Fee:

- Single Registration: HK\$3,600/participant
- Group Discount: Register three or more participants at HK\$3,200/participant

Venue : Regal Hong Kong Hotel
 88 Yee Wo Street
 Causeway Bay, Hong Kong

Closing Date: May 25, 2015

Registration and Payment:

Registrations may be made by mail, fax, email or online. All cheques should be crossed and made payable to Center for Leadership Studies (Asia) Pte Ltd.

Refund of Fees:

Full refund of course fee will be given if written notice of withdrawal is received not less than three weeks before commencement of the workshop. If no such written notice is received, the invoice for the full course fee will remain payable.

Cancellation/Postponement:

Center for Leadership Studies (Asia) Pte Ltd reserves the right to cancel or postpone the workshop due to any unforeseen circumstances.

WORKSHOP LEADER



Tan Joo Seet offers training in leadership and interpersonal effectiveness – helping clients to leverage human performance and enhance overall

organizational performance. He brings with him over 30 years of business, management and consulting experience; and has worked in 26 countries in Asia-Pacific, Europe and North America.

During his 20 over years in training and consulting he has worked with more than 400 clients. He is a frequent speaker at professional and business conferences, and writes regularly. Over 30 of his articles have been published. He was featured in the television program *Money Matters*, and co-hosted the radio series *Working Matters*.

After completing his tertiary education in engineering, Joo Seet did the Master of Management, the Graduate Diploma in Personnel Management, and the Advanced Diploma in International Marketing. He is a Certified Business Planning Consultant and a Chartered Marketer.

Joo Seet is the Managing Director of Center for Leadership Studies (Asia) with offices in Singapore, Malaysia and Hong Kong. He is also the founder and Director of Human Edge Organization, and Performance Learning. He has also served as Managing Director (Asia) of Zenger-Miller from 1985 to 1996. Since 1987, he has been working with Dr Paul Hersey and the Center for Leadership Studies.

ABOUT THE CENTER

TRACOM[®] GROUP

INTERNATIONAL DISTRIBUTOR

We have been providing training and consulting in leadership and interpersonal effectiveness since 1985 – helping clients to leverage human performance and enhance overall organizational performance. We have worked with more than 500 clients in 26 countries in Asia-Pacific, Europe and North America. From our offices in Singapore, Malaysia and Hong Kong we work with our clients and support global client implementation worldwide.

We build our future by helping our clients build and develop leaders who will consistently rank as the top performers in their industries. Leaders who can embrace and leverage the change that is a constant presence in today's and tomorrow's worlds. Leaders who attract and keep top talent and know how to grow the efficiency and effectiveness critical to dependable success. We deliver our value in partnership with our clients who come to see us as an important, strategic addition to their organizations.

Through our proven leadership building solutions, a leader is never taken by surprise and will always have in hand the way to the success. We build leaders that accommodate and thrive through all adversity. No matter where you are, in whatever country or culture, our process is completely adaptable and applicable to you and your organization.

YOU ARE IN GOOD COMPANY

Some of our clients:

- Sumitomo Mitsui Banking Corporation
- Spin Master Toys Far East
- Mitsui & Co (Asia Pacific)
- San Miguel Brewery Hong Kong
- Autodesk Asia
- The Hong Kong Polytechnic University
- Edelman Public Relations Worldwide
- Murata Electronics
- Home Retail Group (Asia)
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- Efficiency Unit, The Government of HKSAR
- Cambridge University Press
- Lend Lease Asia Holdings
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- Philip Morris
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- Jebsen & Jessen Chemicals
- American International Assurance
- HK Institute of Human Resource Management
- NatSteel Holdings
- Orbotech Pacific
- Carlson Hotels Asia Pacific
- United Overseas Bank
- The Hongkong And Shanghai Banking Corporation
- Frasers Centrepoint
- Airport Authority Hong Kong
- Wallem Group
- Sika Asia Pacific
- Harbour City Estate
- Hewlett Packard
- Bank of America
- Chubb Insurance
- Vopak Terminals
- Ancora International
- SGS Hong Kong
- Croda Singapore
- Citibank

IN-COMPANY WORKSHOP

Contact us for more information

REGISTRATION

Mail:

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Mr/Mrs/Ms/Mdm/Dr

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Enclosed is the cheque #

for HK\$ made payable to

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Contact person if different from participant:

Mr/Mrs/Ms/Mdm/Dr

Name

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