

# SOCIAL INTELLIGENCE

## Guides & Administration Kits

### EMOTIONAL INTELLIGENCE

Improve our ability to create positive interactions by strengthening relationship skills.



### MINDSET

Recognize instinctive reactions that hold us back and develop skills to adapt and evolve.

### BEHAVIORAL STYLE

Understand our personal style and how to adjust to others for maximum impact.



### What is Social Intelligence?

Social Intelligence refers to the ability to understand and manage our Behavioral Style, Mindset and Emotional Intelligence to optimize interpersonal relationships. It deals with subconscious biases that can be learned and controlled. At its heart, Social Intelligence is the science of productive relationships. Organizations that foster it, experience higher performance, becoming more productive, collaborative and resilient. There are three highly interdependent elements in each of us: Behavioral Style, Emotional Intelligence and Mindset, each creating a holistic picture of what makes us tick as social individuals.



### Behavioral Style

Early in life, we develop behavioral preferences and patterns which we find most comfortable. Partly the result of genetics and partly based on early learning, our Behavioral Style is readily observable to others and directly affects our social interactions in all areas of life. Sometimes our behaviors are seen as positive and sometimes negative, particularly when our behavioral

preferences clash with others'. Over 60 years of research has identified four behavioral styles. TRACOM's SOCIAL STYLE® Model defines these behavioral patterns and teaches specific techniques for creating productive relationships with people of any Style.



### Emotional Intelligence

Our brain is highly complex, and our emotions often subconsciously control our behavior, leaving the rational brain to contemplate our actions in retrospect. Because our emotions tend to be more negative, we fear the worst, and look for danger during change. While these impulsive tendencies were key to our past survival, they aren't a great fit for in the modern workplace.

TRACOM's Behavioral EQ® Program offers a way to understand our emotions and those of others so we can control our emotions, influence others and achieve greater success. As the third-generation Emotional Intelligence model, Behavioral EQ provides proven, practical and actionable strategies for improving leadership, performance, sales and recruiting.



### Mindset

An Adaptive Mindset is a hallmark of the world's most successful people, no matter their career. Studies show that highly resilient individuals tackle challenges with optimism and poise, bounce back from adversity and effectively manage stress. And in today's fast-paced, global environment businesses are looking for leaders with agility to help innovate and create positive change.

The good news? Studies show that we can positively impact our own mindset through intentional, practical exercises. When Adaptive Mindset skills are incorporated into learning and development initiatives, the result can be greater employee productivity, wellness and engagement.



The **Improving Personal Effectiveness with Versatility™ Concepts Guide and Self-Perception Questionnaires** combines the Paper Self-Perception SOCIAL STYLE Questionnaire and the Versatility Questionnaire to measure a person's SOCIAL STYLE and Versatility and includes a guide to explain SOCIAL STYLE concepts and put them to work.

Purchase of the Self-Perception Administration Kit is required to facilitate this session.  
| IPEV5000 | S\$85 | Minimum order of 15 |



The **Self-Perception Administration Kit** is a single resource to enable trainers and facilitators to quickly teach a SOCIAL STYLE session. It provides relevant SOCIAL STYLE background, information about the IPEV Concepts Guide and recommended course content for two-hour and four-hour training sessions.

It includes: Facilitator Guide • Improving Personal Effectiveness with Versatility Applications Guide and Concepts Guide • Paper SOCIAL STYLE Questionnaire • Paper Versatility Questionnaire • Resource CD with PowerPoint Presentation, Session Handouts, Participant Certificate Template, Marketing Tools and Supporting Research • Style Dial • Accepts/Rejects Guide Card • Skills Guide Card • SOCIAL STYLE & Versatility Facilitator Handbook.

Purchase of this Administration Kit required prior to purchase of the Self-Assessment.  
| IPEV8400 | S\$800 |

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The **Behavioral EQ® Concepts Guide and Self-Perception Questionnaire** combine the paper-based questionnaire with a self-study Concepts Guide to help an individual understand the fundamentals of Emotional Intelligence, measure their own abilities and improve their performance.

Purchase of the Behavioral EQ Administration Kit is required to facilitate this session.  
| BEQ5000 | S\$88 | Minimum order of 15 |



The **Self-Perception Administration Kit** is a single resource built to enable trainers and facilitators to quickly teach a Behavioral EQ session. It provides relevant Emotional Intelligence background as well as information about the Behavioral EQ Concepts Guide and recommended content for two-hour and four-hour training sessions.

It includes: Facilitator Guide • Behavioral EQ Concepts Guide and Applications Guide • Paper Behavioral EQ Self-Perception Questionnaire • Development Card • Wall Charts • Resource CD with PowerPoint Presentation, Exercise Handouts, Participant Certificate, Evaluation Form • Supporting Research and Background Information.

Purchase of this Administration Kit is required prior to purchase of the Behavioral EQ™ Concepts Guide and Self-Assessment.

| BEQ3000 | S\$800 |



The **Adaptive Mindset for Resiliency™ Concepts Guide and Self-Perception Questionnaire** offer a quick and easy introduction to developing resiliency. Resiliency is the capacity to productively deal with stress, adapt to change, and overcome the brain's natural, counter-productive ways of thinking.

Purchase of the Adaptive Mindset for Resiliency Administration Kit is required to facilitate this session.  
| AMR5000 | S\$135 | Minimum order of 15 |



The **Self-Perception Administration Kit** is a single resource to enable trainers and facilitators to quickly teach an Adaptive Mindset for Resiliency Self-Perception session. It provides relevant background, information about the AMR Concepts Guide and recommended course content for a four-hour training session.

It includes: Facilitator Guide • Adaptive Mindset for Resiliency Concepts Guide • Adaptive Mindset for Resiliency Resource Guide • Adaptive Mindset for Resiliency Paper Self-Perception Questionnaire • Resource CD with PowerPoint Presentation, Session Handouts, Participant Certificate Template, Marketing Tools and Supporting Research.

Purchase of this Administration Kit is required prior to purchase of the Adaptive Mindset for Resiliency™ Concepts Guide and Self-Assessment.

| AMR8400 | S\$800 |

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