



SOCIAL STYLE

The World's Most Effective Interpersonal Skills Program

One-Day Workshop | September 2, 2019 | Singapore

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.

TRACOM's 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.

Objectives

After completing this workshop, you will be able to:

- Describe the differences between Social Style® behavior and personality.
- Explain observable behavior and distinguish it from traits, judgments and feelings.
- Identify various degrees of assertiveness and responsive behaviors.
- Describe the key characteristics of each Social Style® position.
- Interpret your own Social Style Profile.
- Explain how tension affects behavior and productivity.
- Discuss how patterns of behavior are formed.
- Describe backup behavior for each style position.
- Describe the Versatility dimension of the Social Style® model.
- Identify steps to take to increase your Versatility.

Target Audience

- Managers/Executives
- Team Leaders/Members
- Sales/Technical Professionals
- Individual Contributors

Participant Materials

Each participant will receive:

- Social Style® Concepts Guide
- Self-Perception Social Style® Questionnaire
- Self-Perception Versatility Questionnaire
- Social Style® Skill Guide Card
- Application Worksheets
- Certificate Of Accomplishment



Outline

- Introduction, Objectives And Agenda
- Dimensions Of Behavior
 - Success Model
 - Observing Differences
 - Observing And Describing
 - Definitions
 - Say/Do Model
 - Assertiveness Dimension
 - Identifying Assertiveness
 - Responsiveness Dimension
 - Identifying Responsiveness
- The Social Style® Model
 - The Four Social Style® Positions
 - Identifying Social Style®
 - Major Theme Of Each Style
 - Strengths And Weaknesses Of Each Style
 - Key Characteristics Of Each Style
- Your Social Style® Profile
 - Understanding Your Profile Results
- Tension Management
 - Behavioral Differences
 - Tension Productivity Model
 - Pattern Of Behaviors Model
 - Backup Behavior
 - Toxic Relationships
- Versatility
 - Versatility Dimension
 - Four Sources Of Versatility
 - Measurement Of Versatility
- Your Versatility Profile
 - Understanding Your Profile Results
- The Steps For Increasing Interpersonal Effectiveness
 - Observing Attempts To Earn Versatility
- Your Proaction Plan
- Conclusion
 - Expert Panel
 - Identifying The Style Of Team Members



CENTER FOR LEADERSHIP STUDIES (ASIA) PTE LTD

www.cls-asia.net www.fb.com/CLASIA

391B Orchard Road #23-01, Ngee Ann City Tower B, Singapore 238874

Tel: (65) 6286-5833 Fax: (65) 6286-5733 Email: asksg@cls-asia.com



Administrative Details

- Date: September 2, 2019
- Time: 9.00 am – 5.00 pm
- Early Bird Fee: S\$510/participant
Register and pay before August 5, 2019
- Regular Fee: S\$570/participant
- Venue: Orchard Hotel Singapore
442 Orchard Road
Singapore 238879
- Closing Date: August 29, 2019
- Registration and Payment:
Registration may be made by mail, fax, email or online. Payment must be received to confirm the registration. Check 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. A replacement participant is allowed.
- Cancellation/Postponement:
Center for Leadership Studies (Asia) Pte Ltd reserves the right to cancel or postpone the workshop due to any unforeseen circumstances.

In-Company Workshop
Contact us for more information



Leadership.Relationship.Performance

We provide training, coaching and consulting in social intelligence and leadership development. Since 1985 we have been 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 and Hong Kong we work with our clients and support global client implementations worldwide.

Through our proven leadership building and social intelligence 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.

Workshop Leader



TAN JOO SEET offers training, coaching and consulting in social intelligence and leadership development – helping clients to leverage human performance and enhance overall organizational performance. He brings

with him four decades of business, management and consulting experience; and has worked in 26 countries in Asia-Pacific, Europe and North America.

During his 30 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 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.

In addition to his training, coaching and consulting experience, he has held regional management positions in human resources, sales and marketing, business development and general management in telecommunication, aviation, manufacturing, medical systems and IT. He has worked with the government, government-linked companies and multinational organizations.

He participated in the United Nations Development Program/International Telecommunication Union projects on the setting up of the telecommunication training center, and instructional technology and course development. He also developed and coordinated regional training for the United Nations Development Program/International Civil Aviation Organization.

Registration

- Online:
www.cls-asia.net/ss-2019-09-02.html
- Email:
asksg@cls-asia.com
- Mail:
CENTER FOR LEADERSHIP STUDIES (ASIA) PTE LTD
391B Orchard Road #23-01
Ngee Ann City Tower B
Singapore 238874

Participant

- Mr/Mrs/Ms/Mdm/Dr
- Name
- Job Title
- Mobile
- Email
- Company
- Address
- Tel
- Fax
- Enclosed is the check #
for S\$ _____ made payable to
Center for Leadership Studies
(Asia) Pte Ltd

Contact Person If Different From Participant

- Mr/Mrs/Ms/Mdm/Dr
- Name
- Job Title
- Mobile
- Email