

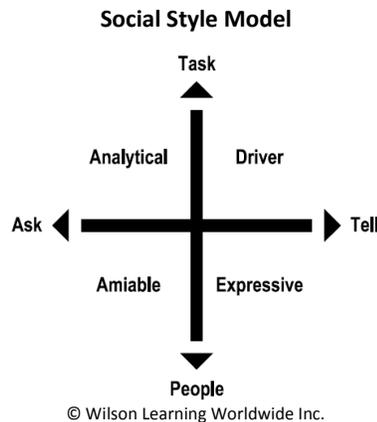


PERFORMANCE • FULFILLMENT • RESULTS

**LEADING FOR PERFORMANCE: WORKING STYLES: DIMENSIONS OF SOCIAL STYLE**

Today’s workplace continues to grow more culturally, educationally, and philosophically diverse. Research shows that a manager’s ability to deal with different Social Styles has a direct impact on workgroup effectiveness and satisfaction. Managers need to model interpersonal versatility to ensure that their workgroups remain productive. This module will help managers communicate with and respond to different styles, increasing their versatility to work together for top performance.

*Leading for Performance: Working Styles: Dimensions of Social Style* (LFP-WS) is based on the Social Style model, with its four distinct interactive styles: Driver, Analytical, Amiable, and Expressive. LFP-WS provides proven skills for identifying Social Style, recognizing each style’s strengths, and developing interpersonal versatility to adapt one’s own behavior and work more effectively with others.



**PROGRAM OUTCOMES**

A manager’s versatility directly links to work unit performance and satisfaction. LFP-WS will benefit any organization by showing a manager how to communicate better and improve teamwork and cooperation.

**APPROACH**

*Leading for Performance: Working Styles: Dimensions of Social Style* (LFP-WS) is a one-day instructor-led module that can be facilitated by Wilson Learning or by a leader-trained in-house professional.

This enables:

- Face-to-face interaction among the participants and the facilitator
- True-to-life skills practice with immediate in-person feedback
- The opportunity for real-time commitment to action

A highly recommended option and a key component in LFP-WS is the Social Styles Profile, which will profile the participant by means of Social Style and Versatility.

<i>Key Learnings Are ...</i>	<i>Your Leaders Will ...</i>
<i>Social Styles Model and Versatility</i>	Be able to identify social styles in themselves and others and learn about the importance of versatility in the workplace
<i>Understanding Perception</i>	Be able to understand common perceptions of other social styles and ways to recognize one’s own comfort zone
<i>Building Style Modification Skills</i>	Be able to apply learned skills to increase versatility

**ENABLING IMPROVED PERFORMANCE**

LFP-WS features various performance applications, reinforcement, and support tools so participants can fine-tune and apply skills and behaviors on the job. Involving management and training them to coach is key for successful implementation.

**MEASUREMENT AND EVALUATION**

Organizations that implement *Leading for Performance: Working Styles: Dimensions of Social Style* (LFP-WS) have access to a broad range of tools to measure initial behavioral changes and business results. For LFP-WS, one approach may be a web-based survey of participants to identify the degree of change and the differences this change makes. Other research options are also available.