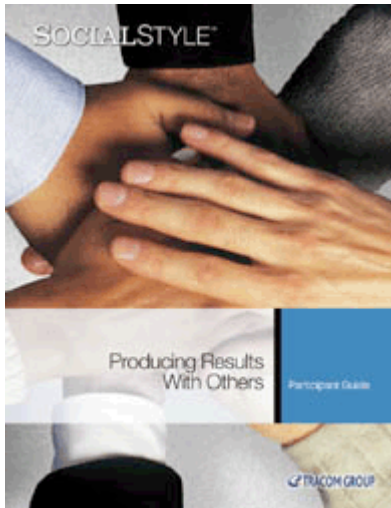


Producing Results with Others (PRO)



This course offers an in-depth exploration of the [SOCIAL STYLE Model™](#), equipping individuals with the skills necessary for successful interactions in a wide range of business situations. It emphasizes participant exercises and role-playing, and is often included as part of leadership development and managerial skills training curriculum.

Participants gain:

- Understanding of different behaviors and how they are viewed by others
- Understanding of why some relationships are more productive than others
- Thorough knowledge of their own SOCIAL STYLEsm and Versatility, including self-assessment and ratings from others
- Insights about behavioral strengths and weaknesses
- Ability to modify behavior to maximize productivity
- Knowledge of how to effectively communicate with others based on their behavioral preferences

Before class, participants complete a multi-rater [Social Style](#) and [Versatility](#) profile. Instructors then debrief them and lead a detailed discussion of their profile results, including interactive exercises and role-playing.

Course Formats

PRO - Two-Day Class is a fully instructor-led experience, allowing for maximum participation and personalized discussion.

PRO - Self-Paced Study & One-Day Class combines computer-based study with instructor-led training for a blended learning approach. Participants receive a CD-ROM with an in-depth explanation of the Social Style Model and a series of video exercises to complete before class. This reduces class time without sacrificing valuable content.