



MANAGING FOR RESULTS™

An advanced program that teaches managers the impact behavioral differences have on relationships.

PROGRAM DESCRIPTION

TRACOM's Managing for Results is a highly engaging program that teaches managers the impact behavioral differences have on relationships and provides specific strategies for working better with their direct reports.

- ◆ Highly engaging program that combines content with skill development
- ◆ Builds an understanding how each SOCIAL STYLE prefers to interact
- ◆ Interactive exercises lead to skill development during the program
- ◆ Learners receive feedback on how other people see their SOCIAL STYLE & Versatility
- ◆ Develops a plan how to improve their relationships with a direct report

DELIVERY
In-person

DURATION
6.5 Hours

WATCH THE VIDEO TO SEE:

- ◆ The content that the course covers
- ◆ A preview of the SOCIAL STYLE assessment & training material
- ◆ The application tools included to support the learning
- ◆ All the facilitation materials available for this program
- ◆ Our easy process to certify facilitators to teach this program



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MANAGING FOR RESULTS™

THIS PROGRAM COVERS:

- Discover the four patterns of behavior we call SOCIAL STYLE
- Learn how each Style prefers to communicate and interact
- Learn about the four sources of Versatility
- Recognize how others see your SOCIAL STYLE
- Multi-Rater Assessment identifies your Versatility & blind spots
- Practice identifying the Styles of others to begin applying Versatility
- Participate in interactive exercises to apply the skills learned
- Identify key relationships and build strategies to improve them
- Gain access to application tools to use after the training

WHAT'S INCLUDED:



PROFILE REPORT

Multi-Rater SOCIAL STYLE & Versatility Assessment

This online multi-rater assessment measures a person's SOCIAL STYLE and Versatility with feedback from others and is an integral part of the training experience.



TRAINING MATERIALS

Managing for Results Participant Workbook

This interactive digital workbook is used to help explain key concepts and helps put them into practice through the exercises contained in the materials. (Optional printed materials)



APPLICATION TOOLS

SOCIAL STYLE Navigator & Passport

Explore these online tools that help people apply SOCIAL STYLE to real-world scenarios and see how Style would be seen in another country.



FACILITATOR MATERIALS

Facilitators can purchase an Administration Kit, which includes:

- A Facilitator Guide, PowerPoint Deck, and Supporting Research
- The SOCIAL STYLE & Versatility Handbook to learn how to teach the program
- A sample copy of all participant training materials and job aids
- Access to our eLearning based Facilitator Certification Program