

Check this out →

Personality clashes among the team are causing distraction. You know that some shared understanding of character types will help resolve this.

A lack of self awareness among some of the team means they don't always appreciate the impact they have on others.

Hints and tips on how to get the best out of people, and how to engage more effectively with customers, would be most welcome.

“The Team Leaders are still talking about this course and what they learned – and it was months ago!”



Operations Manager, City Council

People Profiling

Course Content

1. Introduction to Social Styles Model
2. Self Assessment of personal preference
3. Exploring traits and characteristics of each preference
4. Identifying ways to get the best from each preference
5. Action Plan

Learning Outcomes

- Understanding of the social styles tool and the four preferences
- Appreciation of ability to ‘flex’ into other preferences
- Learnt how others’ preferences can seem confusing or conflicting with their own
- Explored techniques that they can adopt at work and at home to get the best out of those around them

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Self Directed Activity

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