

# Self-Perception Guide and Questionnaires

## PRODUCT GUIDE AND QUESTIONNAIRES



**Audience:** Universal

**Type:** Assessment & Application

**Assessments Available:**

Paper Self-Perception SOCIAL STYLE<sup>SM</sup> Questionnaire

Paper Self-Perception Versatility Questionnaire

**Use:** Self-profiling for a convenient and inexpensive introduction to interpersonal effectiveness concepts.

### SELF-AWARENESS OF BEHAVIOR IS THE FIRST STEP TO BETTER WORKING RELATIONSHIPS

Employees experience problems at work that are due to lack of interpersonal skills, and overwhelmingly agree that SOCIAL STYLE helps improve working relationships.\*

- 88% have seen communication breakdowns at work due to Style differences.
- 87% have seen conflict situations due to Style differences.
- 80% said that SOCIAL STYLE training has helped them have more effective relationships with co-workers.

## PRODUCT DESCRIPTION

TRACOM's Self-Perception Guides and Questionnaires offer a quick and easy introduction to interpersonal effectiveness at work. They help build self-awareness of behavior and an understanding of the importance of improving workplace relationships to increase productivity.

The SOCIAL STYLE Questionnaire assesses how individuals see themselves as communicating and interacting with others at work. The Versatility Questionnaire is independent of SOCIAL STYLE and assesses how individuals relate to others in ways that are important for working effectively with others, regardless of their SOCIAL STYLE.

Using information from the questionnaires, participants can learn to identify SOCIAL STYLES, and learn strategies for working more effectively with people of each Style. In addition, they can learn mechanisms for increasing their effectiveness by enhancing their Versatility with others.

## VERSATILITY

Versatility is a measure of a person's Image, Presentation, Competence, and Feedback, the areas that contribute to a person's interpersonal skills. Versatility is a significant component of overall success, comparable to intelligence, previous work experience, and personality.



Paper SOCIAL STYLE & Versatility Questionnaires  
Online SOCIAL STYLE & Versatility Profile Report

Special Note: The Self-Perception Guide is typically packaged with the Paper Self-Perception Questionnaires for SOCIAL STYLE and Versatility. However, it can be purchased individually or with an Online Self-Perception Profile as well.



# Self-Perception Guide and Questionnaires

## BENEFITS

- Introduces SOCIAL STYLE and Versatility concepts.
- The only tool of its kind to measure both a person's behavioral style and his or her Versatility.
- Convenient and inexpensive.
- Immediate results.
- Choice of paper-based or online questionnaires.
- Perfect for front-line employees and first-time users.
- Can be built into existing training programs.
- Improves workplace relationships.
- Increases communication skills with colleagues, bosses, direct reports, or within teams.

## ADMINISTRATIVE TOOLS AVAILABLE

Facilitating a Workshop – Using the SOCIAL STYLE Self-Perception Guide Admin Kit is a helpful resource for anyone using TRACOM's Self-Perception Questionnaires. It provides everything necessary to enable someone to teach a Self-Perception course.

### The Admin Kit includes:

SOCIAL STYLE Model Background and History, Timed Course Outlines, Presentation Charts, In-class exercises, Resource CD, Improving Personal Effectiveness with Versatility Applications Guide, SOCIAL STYLE research and whitepapers.

\*TRACOM Research Study 2006

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