

SOCIALSTYLESM

Introduction to SOCIAL STYLE

Facilitator Guide



*Administrative
Guidelines*



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Administrative Guidelines



DETAILED TIME AND TOPIC OUTLINE

Module and Time	Topic and Subtopic	Content Points	Materials
Module 1: Course Introduction 30 minutes	Topic 1	Welcome	PPT # 1.1
	Subtopic 1	• Participant introductions and expectations	PPT # 1.2
	Subtopic 2	• Agenda and administrative items	Flip Chart
	Subtopic 3	• Ground rules for participants	Flip Chart
	Subtopic 4	• Learning objectives	PPT # 1.3
	Topic 2	Style in Action video	PPT # 1.4
	Topic 3	Facilitator-led debrief of video through interactive questioning	Video Part 1
	Subtopic 1	• Initial participant observations of characters, conclusions/opinions about characters' actions, other notes or thoughts about observed interactions	
Module 2: Dimensions of Behavior 30 minutes	Topic 1	Learning objectives Personality pie Facilitated discussion on differences between personality and behavior	PPT # 2.1 PPT # 2.2
	Topic 2	Under-the-bracket behavior (say/do)	PPT # 2.3
	Topic 3	Assertiveness dimension	PPT # 2.4
	Subtopic 1	• Description of assertiveness dimension: verbal and non-verbal behaviors	PPT # 2.5
	Subtopic 2	• Discussion of assertiveness. Facilitator-directed discussion related to previously viewed video. Questions are posed about each of the characters.	Video Part 1 (replay) PPT # 2.5 (repeated)
	Topic 4	Responsiveness dimension	PPT # 2.6
	Subtopic 1	• Description of responsiveness dimension: verbal and non-verbal	PPT # 2.7
	Subtopic 2	• Discussion of responsiveness behaviors. Facilitator-directed discussion related to previously viewed video. Questions are posed about each of the characters.	PPT # 2.7 (repeated)



Module and Time	Topic and Subtopic	Content Points	Materials
Module 3: Social Style Model 20 minutes	Topic 1	Social Style Model learning objectives Combining assertiveness and responsiveness dimensions to create the Social Style Model	PPT # 3.1
	Subtopic 1	• Labeling and describing the four resulting Styles	PPT # 3.2
	Topic 2	Social Style descriptions	PPT # 3.3
	Topic 3	Need, orientation, and growth action key characteristics of each Social Style	PPT # 3.4
	Topic 4	Need, orientation, and growth action observations and video notes	PPT # 3.5
	Topic 5	Social Style summary key points	PPT # 3.6
	Subtopic 1	Analytical Style highlights (keep brief)	PPT # 3.7
	Subtopic 2	Driving Style highlights (keep brief)	PPT # 3.8
	Subtopic 3	Expressive Style highlights (keep brief)	PPT # 3.9
	Subtopic 4	Amiable Style highlights (keep brief)	PPT # 3.10
Module 4: Social Style Profile 25 minutes	Topic 1	Social Style profile learning objectives Introduction of self-perception instrument	PPT # 4.1
	Topic 2	Debrief of self-perception Social Style profile: what to do with the results; learners review their specific narrative	Questionnaires book reference the narratives
Module 5: Managing Tension 15 Minutes	Topic 1	Managing tension learning objectives Description of tension productivity model	PPT # 5.1 PPT # 5.2
	Subtopic 1	• Discussion of effects of tension on interpersonal behavior/relationships	
	Topic 2	Backup behavior model and discussion	PPT # 5.3
	Subtopic 1	• Strategies for dealing with backup behavior	
	Subtopic 2	• Tips for dealing with backup behavior	PPT # 5.4
10 Minute Break			

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Module and Time	Topic and Subtopic	Content Points	Materials
Module 6: Versatility 20 minutes	Topic 1	Versatility learning objectives The third dimension — Versatility	PPT # 6.1 PPT # 6.2
	Subtopic 1	• Versatility definition	
	Subtopic 2	• Discussion of Versatility’s impact on interpersonal relationships	
	Topic 2	Description of four sources of social endorsement	PPT # 6.3
	Subtopic 1	• Image	
	Subtopic 2	• Presentation	
	Subtopic 3	• Competence	
	Subtopic 4	• Feedback	
	Topic 3	Versatility challenge	PPT # 6.4
Module 7: Versatility Profile 45 minutes	Topic 1	Versatility Profile learning objectives Introduction to the Versatility score based on previously completed instrument	PPT # 7.1
	Subtopic 1	• Calculation of Versatility scores	Calculations using previously completed profile
	Topic 2	Exercise: read narratives based on Versatility scores	Narratives
	Topic 3	Steps for earning social endorsement	PPT # 7.2
	Subtopic 1	• Know yourself	PPT # 7.3
	Subtopic 2	• Control yourself	PPT # 7.3
	Subtopic 3	• Know others	PPT # 7.3
	Subtopic 4	• Do something for others	PPT # 7.3
	Topic 4	Versatility in the Style in Action video, Part 2	PPT # 7.4 Style in Action video, Part 2
	Subtopic 1	• Video debrief	



Module and Topic and	Content Points	Materials
Module 8: Style Forum 35 minutes	Topic 1 Style forum learning objectives Style forum exercise	PPT # 8.1
	Subtopic 1 • Instructions	PPT # 8.2
	Subtopic 2 • Small groups meet	PPT # 8.2
	Subtopic 3 • Small groups present	PPT # 8.2
	Subtopic 4 • Other Style groups ask questions of presenting group	PPT # 8.3
	Topic 2 Best practices for observing Style	
Module 9: Workshop Conclusion 10 minutes	Topic 1 Wrap-up Review next steps and key learning	PPT # 9.1
	Subtopic 1 • Final summary, “takeaways” and key actions participants will implement	
	Subtopic 2 • Distribution of evaluation forms	Evaluation forms
	Subtopic 3 • Distribution of certificates	Certificates