Teaching For Results™

One-Day Course

AUDIENCE
Teachers & School Leadership
Varied Tenure/Experience

ASSESSMENTS
Multi-Rater SOCIAL STYLE®
& Enhanced Versatility Profile

USE
Comprehensive Interactive
Course that begins with the
concept of SOCIAL STYLE
& Versatility and then teaches
its application using a variety
of exercises specific to the
teaching role.

PRODUCT DESCRIPTION
The Teaching for Results course begins with the concepts of TRACOM’s
SOCIAL STYLE & Versatility—a proven interpersonal skills model developed
50 years ago and now used throughout the world to show people to interact
effectively with their students, colleagues, and leaders.

Once participants have a strong understanding of the concepts of the
SOCIAL STYLE Model™ and the Versatility Model, the explains how to apply
the concepts to real-world teaching situations.

Through exercises and identification techniques, the teachers will learn the
best method to coach, critique, and praise students using the approach most
welcomed by their students.

After completion of the Teaching for Results course, teachers will know
their own SOCIAL STYLEs and how to control their behaviours when
interacting with students of varying SOCIAL STYLE. Teachers will also
know how to anticipate reactions from their students and how to reduce
or increase tension in order to create the most productive and effective
teaching relationship.

Teachers will also learn how to increase their Versatility; a concept that
TRACOM research has shown to be of great importance to teachers and
correlates with success in the workplace.

INTERPERSONAL SKILLS:
ESSENTIAL FOR TEACHERS
High teaching performance
is directly linked to high
interpersonal skills.

Key interpersonal criterions
expected of teachers are:
• Maintaining positive
  rapport with students
• Recognising and accepting
differences in student’s
  behaviour and cognition
  and adjusting accordingly
• Guiding and counselling
  students effectively

The Teaching For Results
course uses the popular
and proven SOCIAL STYLE
MODEL™ to develop the critical
interpersonal skills needed for
teaching success.

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

- Teachers will learn how their students perceive their behaviours.
- Teachers will be able to identify the SOCIAL STYLE of their students.
- Teachers will explore and identify factors that affect the amount of support and respect that their students give them.
- Teachers will learn to apply the Versatile Teaching with Style Strategy for developing an interaction plan for a student of their choosing.
- Teachers will have an opportunity to work on real issues that are affecting their productivity as a teacher.
- Teachers will discover how to identify ways that they can help their students take their Growth Action.
- Teachers will learn how to coach, critique and praise their students.
- Teachers will develop strategies for developing mutually productive relationships with their students.

**THE PARTICIPANT PACKAGE INCLUDES:**

- Participant Workbook
- Accepts/Rejects Card
- VMS Strategy Job Aid
- Skills Guide Card
- Achieving Higher Versatility Resource Guide

**Administrative Tools for Course Delivery**

Facilitating this course requires certification. You may choose to certify your own staff or use Social Intelligence’s certified instructors.

**THE SOCIAL INTELLIGENCE GROUP**

The Social Intelligence Group is the Asia Pacific master trainer and distributor for TRACOM.

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**One-Day Course Agenda**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Key Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 AM</td>
<td>Introduction to SOCIAL STYLE</td>
<td>Welcome and Course Benefits, Exercise – First Impressions/ Students</td>
</tr>
<tr>
<td>9:30</td>
<td>Dimensions of Behavior</td>
<td>Say and Do Behaviors/ Assertiveness and Responsiveness, Exercise – Assertiveness and Responsiveness Observations</td>
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<tr>
<td>9:50</td>
<td>SOCIAL STYLE Model™</td>
<td>SOCIAL STYLE Descriptions and Key Characteristics of Each Style, SOCIAL STYLE Profile Report</td>
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<tr>
<td>10:15</td>
<td>Student Tension Management</td>
<td>Tension Productivity and Backup Behavior Model, Managing Your Student’s Backup Behavior</td>
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<tr>
<td>10:40</td>
<td>Versatility</td>
<td>Four Sources of Versatility and Versatility Profile Report, Exercises – Earning Support and Respect/ Enhancing My Versatility</td>
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<tr>
<td>12:15 PM</td>
<td>Lunch</td>
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<tr>
<td>1:15</td>
<td>Improving Student Relationships</td>
<td>Versatility Teaching with Style Strategy, Focusing on a Student and Observing Style Behaviors</td>
</tr>
<tr>
<td>2:00</td>
<td>Taking Steps to Enhance Your Versatility</td>
<td>Steps for Earning Support and Respect, Exercise – Earning Support and Respect of Your Students</td>
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<tr>
<td>2:30</td>
<td>Adjusting Your Style Appropriately</td>
<td>Do Unto Others, Exercise – Doing something for Your Student’s Style</td>
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<tr>
<td>3:00</td>
<td>Teaching with Versatility</td>
<td>Exercise – Teaching Competencies, Enhancing Versatile Managing Skills, Growth Action Plan for a Student</td>
</tr>
<tr>
<td>3:30</td>
<td>Next Steps and Final Q &amp; A</td>
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