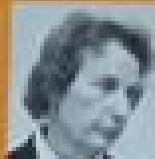




DAVID W. MERRILL - ROGER H. REID

personal styles and effective performance



Personal Styles And Effective Performance Make Your Style Work For You

Albert A Gayle



Personal Styles And Effective Performance Make Your Style Work For You:

Personal Styles and Effective Performance David W. Merrill,1999 **Personal Styles & Effective Performance**

David W. Merrill,Roger H Reid,1981-01-15 Tens of thousands of professionals have attended David W Merrill s acclaimed Style Awareness Workshops The goal improvement of interpersonal effectiveness skills inspiring better communication improved productivity and a more harmonious working environment Students preparing for business management or sales careers can also benefit from Merrill s techniques presented in Personal Styles Effective Performance Merrill s approach emphasizes the interrelationships between behavior and social style encouraging students to consider how their own actions influence responsiveness from others Those actions tend to be rooted in one of four primary social styles Analytical Amiable Driving and Expressive which readers are invited to compare and contrast with their own styles as a starting point for potential improvement First published in 1981 Personal Styles Effective Performance continues to be a popular resource for the self improvement minded By learning its lessons now tomorrow s business professionals can have the edge in interpersonal effectiveness one of the most important facets of a successful career *Creating a Mentoring Culture* Lois J. Zachary,2011-03-10 In order to succeed in today s competitive environment corporate and nonprofit institutions must create a workplace climate that encourages employees to continue to learn and grow From the author of the best selling The Mentor s Guide comes the next step mentoring resource to ensure personnel at all levels of an organization will teach and learn from each other Written for anyone who wants to embed mentoring within their organization Creating a Mentoring Culture is filled with step by step guidance practical advice engaging stories and includes a wealth of reproducible forms and tools *Customer Service For Dummies* Karen Leland,Keith Bailey,2011-03-03 Customer Service For Dummies Third Edition integrates the unbeatable information from Customer Service For Dummies and Online Customer Service For Dummies to form an all in one guide to customer loyalty for large and small businesses alike The book covers the fundamentals of service selling and presents up to date advice on such fundamentals as help desks call centers and IT departments Plus it shows readers how to take stock of their customer service strengths and weaknesses create useful customer surveys and learn from the successes and failures of businesses just like theirs Karen Leland and Keith Bailey Sausalito CA are cofounders of Sterling Consulting Group an international consulting firm specializing in quality service consulting and training for such clients as Oracle IBM Avis and Lucent [Customer Service Officer Diploma - City of London College of Economics - 3 months - 100% online / self-paced](#) City of London College of Economics, Overview Want to get hired as a customer service officer or work as a freelancer and advise companies Good customer service is hard to find Content Creating the customer centric organization Take it from the top Service management Keeping your customers Simple actions significant payoffs Road blocks When the going gets through Working in a wired world Customer service on the web Don ts of customer service Tips for constructive conflict with co workers Ways to get better service as a customer

Duration 3 months Assessment The assessment will take place on the basis of one assignment at the end of the course Tell us when you feel ready to take the exam and we ll send you the assignment questions Study material The study material will be provided in separate files by email download link **Social Style/Management Style** Robert Bolton,Dorothy Grover Bolton,1984-10-25 What is social style and how can you make it work for you in a business situation Your success at any management level depends largely on your ability to deal with other people In this business oriented approach to interpersonal relationships management experts Robert Bolton and Dorothy Grover Bolton show you how to assess various behavior patterns and how to use that knowledge to capitalize on your strengths minimize your weaknesses and get the results you want from others Are you predominantly an Amiable an Analytical an Expressive or a Driver Nearly everyone according to Boltons extensive research uses on of the four basic social styles more often than the others No style is better than any other but each does bring with it a unique pattern of strengths and weaknesses This book shows you not only how to recognize your style but also how to use that knowledge to manage others more effectively set appropriate life goals and career paths plan a sound self improvement plan increase your creativity and more The best managers excel at being what they are rather than trying to be what they are not If you feel that your effectiveness at work could be increased by better interpersonal skills but are tired of theories that want you to overhaul yourself to fit some uncomfortable impersonal management style then let Social Style Management Style improve your dealings with others and still let you be yourself

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