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Personal Development - Motivation For Success* **Personal Styles And Effective Performance**

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.

Personal Styles & Effective Performance: Make Your Style ...

- *Personal Styles & Effective Performance*. In *Personal Styles & Effective Performance*, David Merrill points out that a significant portion of the world's population has social and behavioral preferences that are different than yours. The key to successful and fruitful relationships is to understand the preferences of the people you interact with and adjust your behavior accordingly.

Personal Styles & Effective Performance - Robert Greiner

Tens of thousands of professionals have attended David W. Merrill's acclaimed "Style Awareness

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Workshops" The goal: improvement of interpersonal effectiveness skills-inspiring better communication, improved productivity, and a more harmonious working environment.

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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...

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Personal Styles And Effective Performance

(Source: Merrill, D.W. and Reid, R.H. (1999) Personal Styles and Effective Performance: Make Your Style Work for You, London: CRC Press While an individual may dip in and out of all four approaches, most of us tend to favour one approach more than the other three. We tend to have a predominant style and a least used style.

How to understand differences between individuals

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Personal Styles and Effective Performance: Make Your Style ...

The concept of Social Styles (aka Personal Styles) has been around for well over 20 years. It may have lost some of its buzz because it no longer qualifies as the latest flavor, but it is a concept that remains popular and is used widely because it offers a practical model of personality and communication.

Amazon.com: Customer reviews: Personal Styles & Effective ...

Social Styles form a model of personality that focuses on our outer behaviour, rather than the inner you. Its founders described it as 'the you that's on display'. In the early 1960s, two industrial psychologists, David Merrill and Roger Reid wanted to understand whether they could predict managerial, leadership and sales performance.

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