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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

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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.

Personal Styles & Effective Performance by David W. Merrill

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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(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.

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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

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Styles & Effective ...
Make Your Style Work For
You

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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