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Dimensions Of Behaviour

Understanding Yourself and Others

Have you ever wondered why you get on with some people better than you do with others?

Why is it that you click with some people but find others difficult to deal with?

The reason for this is that we all have different social styles.

Your social style develops as you learn to cope with life. Over time you have developed strategies to cope in a stress laden world.

You have developed a style that is your own comfort zone for Assertiveness and Responsiveness ; i.e. your dimensions of behaviour.

Your social style is determined by how assertive and how responsive you are.

- Assertive people tend to '**tell**' whereas non-assertive people tend to '**ask**'.
- Responsive people tend to be '**warm**' towards others whereas non-responsive people tend to be '**cool**' towards others.

Understanding and appreciating how your social style influences your behaviour can be extremely useful when dealing with others.

Recognising other people's social styles will help you to adapt your style and behaviour to ensure a positive outcome.

Development Company UK Limited

Whether managing a team of people or negotiating with your partner, an understanding of how social styles influence behaviour will be invaluable.

A powerful and practical tool to determine your social style is DiSC®

The Development Company UK Limited is accredited to conduct DiSC®: personality profiling and to teach clients how to interpret DiSC® Personality Profile Reports.

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