

Social Styles and Leadership

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Abstract

The presentation aims at enhancing awareness of different social behavioral patterns and demonstrates how they affect interaction between people in a group and leadership setting.

It is based on one the most widely used frames-of-reference in leadership, the Social Styles Model, in which numerous applications by hundreds of training companies are based. In recent years also a connection between social styles and brain dominances has been discussed

The main topics of the presentation are:

- Behavior and personality
- Observing behavior
- Understanding differences in social behavior
- Social Styles Model
- Different needs and bases of orientation
- Teams and their social dynamics
- How different people react to stress
- How to lead a person out of backup behavior
- Tensions between social styles.
- How to relieve tensions
- Predicting the development of a "style clash"
- Observing own Social Style
- Versatility
- Motivating different styles
- Using knowledge of social styles in a presentation