

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

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