



PROWAY DEVELOPMENT

DEVELOPING PEOPLE FOR BUSINESS SUCCESS

Pro Way Development

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Do you ever wonder why it is so easy to get along with some friends and colleagues while the behavior of others leaves you baffled? Interpersonal style has a big impact on how we think, work, and communicate. Read on to learn more.

Communication Style

Our accomplishments in the workplace, and with friends and clients often depend on how well we can communicate our needs and objectives to others. Truly effective communication requires an understanding of other people's styles as well as our own

What's in a style?

- The words we choose use and how we use them.
- How we say things - tone, pace, intensity, etc.
- Our body language, the way our body conveys the message - movement, gestures, etc.
- How we use our personal space - space you give others, work space, personal appearance, etc.

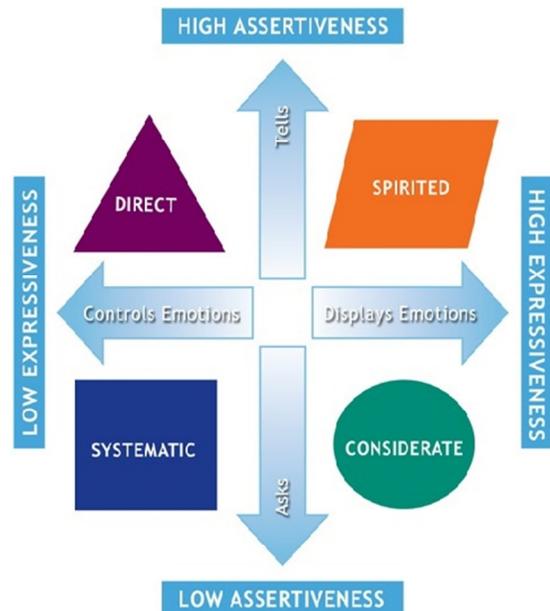
The Four Styles

There are four communication styles, and success can be had with each one. The key is to learn your style and the styles of those you work with and with whom you do business. When appropriate if you can adjust your style to be more like the person you want to influence, the more success you will have!

Pro Way Development

Pro Way Development is your source for employee development for business success. Our services include:

- Training to increase employee skills
- Consulting services to manage employee relations issues
- Advice practices to motivate the right behaviors for profit and growth.



For example, my style is Spirited and that means that I tend to speak more quickly than most people, think out loud, and want to make small talk before getting to work. One of my client's style is Systematic so to be more effective with him, I make sure to get to business more directly, have a clear agenda and give him time to think after I ask a question.

Want to Learn More About Style?

Start with a Complimentary Business Assessment

Our Business Assessment is a tool that Pro Way Development has used with many individuals and employers to confirm they providing interpersonal skills training that leads to business success.

The benefit?

Employees enjoy increased job satisfaction and productivity leading to a better bottom line!

Thank you for thinking of Pro Way Development for your HR, Training and Employee Relations Consulting needs.

Sincerely,

Laura Jacob

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About Laura Jacob

Laura works with companies to ensure that their business plan includes a plan to hire, manage and motivate employees to drive growth.

In addition to holding degrees in Psychology and Industrial Relations, Laura is certified as a Professional in Human Resources and a 6 Sigma Greenbelt.



Recently she was recognized by Sam's Club and SCORE as one Connecticut's outstanding businesses.