



# **Social Style / Management Style: Developing Productive Work Relationships**

*Robert Bolton, Dorothy Grover Bolton*

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"What is social style, and how can you make it work for you in a business situation? Your success at any management level depends largely on your ability to deal with other people. In this business-oriented approach to interpersonal relationships, management experts Robert Bolton and Dorothy Grover Bolton show you how to assess various behavior patterns and how to use that knowledge to capitalize on your strengths, minimize your weaknesses, and get the results you want from others. Are you predominantly an Amiable, an Analytical, an Expressive, or a Driver? Nearly everyone, according to Boltons' extensive research, uses one of the four basic social styles more often than the others. No style is better than any other, but each does bring with it a unique pattern of strengths and weaknesses. This book shows you not only how to recognize your particular style but also how to use that knowledge to manage others more effectively, set appropriate life goals and career paths, plan a sound self-improvement plan, increase your creativity, and more. The best managers, claim the Boltons, excel at being what they are rather than at trying to be what they are not. If you feel that your effectiveness at work could be increased by better interpersonal skills but are tired of theories that want you to overhaul yourself to fit some uncomfortable, impersonal "management style," then let Social Style/Management Style improve your dealings with others and still let you be yourself."

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