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- Personal Styles & Effective Performance. In Personal Styles & Effective Performance, David Merrill points out that a significant portion of the world's population has social and behavioral preferences that are different than yours. The key to successful and fruitful relationships is to understand the preferences of the people you interact with and adjust your behavior accordingly.

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4.0 out of 5 stars Personal Styles and Effective Performance. Reviewed in the United States on February 1, 2007. Verified Purchase. One of the best resources to really understand the "Social Styles" personality typology. Written by the pioneer researcher, the book is written with the rigour of a personality theorist, but is very accessible and ...

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