SoCo

Professional Social Competence Inventory

SoCo as a strategic added value for the member unions of CSIT

CSIT-Congress, 17th September 2014 / Lignano
Fact 1
All over the world, in all areas, for all work we need well qualified people! This is true both for professional working people as well as volunteers.

But, what does mean «well qualified»?

Fact 2
If someone is applying for a job position, then the professionals in the «Human Resources Department», they are watching at two skills:
- professional competence and
- social competence
Professional competence means:
To do the things right.

Social competence means skills like:
- team behavior
- contact behavior
- self-confidence
- decision behavior
- leadership motivation, etc.
Fact 3
If someone becomes more leadership responsibility, the social competences (social skills) are more important!
Context (relation) between professional and social competence

Working volume

Leadership responsibility

High

Low

Professional competence

Social competence
Fact 4
It’s relatively easy to measure the professional competence but it’s very difficult to measure the social competence.

The solution for this difficult task is the SoCo.
What exactly is the SoCo?

The SoCo is a professional social competence inventory and represents social skills playing a key role in professional contexts and in various areas of life.

The test is based on an online questionnaire and provides the following:

- A concise competence profile with a comprehensive report tailored to your individual results.

- A reliable evaluation of your social competences identifying your strengths and development potentialities as regards human interaction.

- A comparison of your test scores with a broad range of comparative samples, allowing you to identify how your abilities compare to others.
- Practical advice on how best to apply and further develop your social competence.

How to use the Soco!
All you need is a computer with an internet connection. It takes about 30 minutes to complete the SoCo questionnaire. Following the successful completion of the test, your personal report will be sent to you electronically.

The Soco is available in English, French, German and Chinese.

The internet connect and your personally licence code you find inside the «Internet licencing agreement». 
Personal experiences with the SoCo

The SoCo is one of the best tool to measure social skills.

- As CEO from the Business School WKS, I use the Soco for all our students from the age 18 years to ... (open). The SoCo gives a very important added value to my students by professional job applications.

- It’s an excellence tool for personal development.

- We use this tool at SATUS for the development of functionaries an coaches and we use it also in case of individual interest of our members.
Why the SoCo was developed?

Two main reasons:
1. Market reason
   There are many tools on the market, but not one with a high, professional quality to measure social competence.

2. Economic reason
   If you want to measure social skills in the traditional way, you need an assessment. And these assessments are very expensive (up to Euro 400.--).
   The internet based SoCo is independent of any consultants and expert advisors and that’s why he is very reasonable.
Cost an returns for the CSIT

As CEO of the WKS, I am a chief advisor for this tool. That is the reason why the logo of the WKS is on the frontside of the Internet licensing agreement.

Because of these good relations I could negotiate very good conditions for the CSIT and his union members.
In the public market you have to pay for one SoCo Licence Euro 65.—

Here is the price list for the CSIT and his members:

<table>
<thead>
<tr>
<th>Number</th>
<th>Price per piece</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 100</td>
<td>Euro 38.--</td>
</tr>
<tr>
<td>101 - 500</td>
<td>Euro 35.--</td>
</tr>
<tr>
<td>501 – 1’000</td>
<td>Euro 32.--</td>
</tr>
<tr>
<td>1’001 and more</td>
<td>Euro 28.--</td>
</tr>
</tbody>
</table>

For each license sold within the CSIT, the CSIT get a kick back from Euro 4.--
Now you know, why I am shure, that the SoCo could bee a strategic added value for the CSIT.

The SoCo could also be very interesting especially for our financial strategy.

So I hope, that after this presentation you are convinced to use the SoCo in your unions.

By the way, the SoCo License on your table is for free. It’s a gift from SATUS Switzerland.

But where you can order SoCo Licenses? Of course with e-mail to SATUS Switzerland: soco@satus.ch

Thank you for your attention!