



# Insights<sup>®</sup> Discovery

## Personal Effectiveness Programme

Are you searching for an inspiring personal development experience?

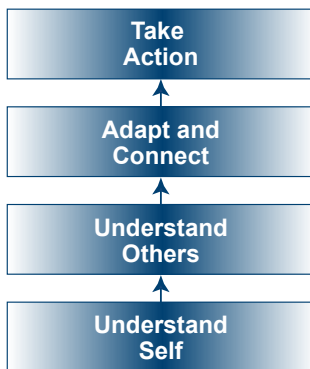
Do you want to improve the interpersonal dynamics of your people?

Are you looking for a way to help individuals understand their personal impact?

How can you help individuals to better understand themselves and others?

The Insights Personal Effectiveness Programme provides an introduction to the Insights Discovery learning system and the Insights Discovery Personal Profile. The approach is fun and interactive, and gives participants a language and framework for understanding themselves and others better which they can put into practice immediately.

The programme explores a simple model:



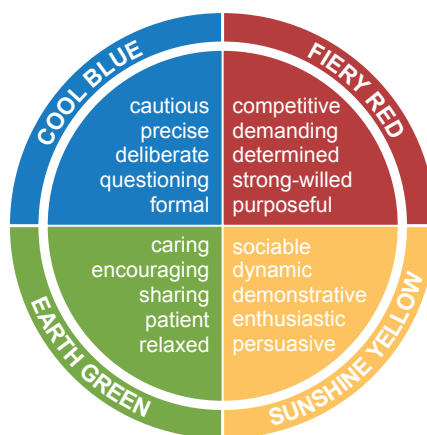
Using each participant's Insights Discovery Personal Profile, the programme enables individuals to understand their own personality better, to identify other types of personalities and adapt to different communication needs. The use of four colour energies - Fiery Red, Sunshine Yellow, Earth Green and Cool Blue - creates a memorable common language and framework on which participants can base their interactions in the future.

The Insights Personal Effectiveness Programme is tailored to customer requirements, and can range from a 90-minute executive briefing to modular sessions over a period of weeks and months.

### Programme Overview

- The Power of Perception
- The Insights Colour Energies
- Jung's Preferences
- The Insights Discovery 8-Types
- The 72 Sub-Types
- The Insights Discovery Personal Profile
- Recognising Others' Styles
- Adapting and Connecting Techniques
- Action planning and Keys to Success

The Insights Discovery 4-Type Wheel

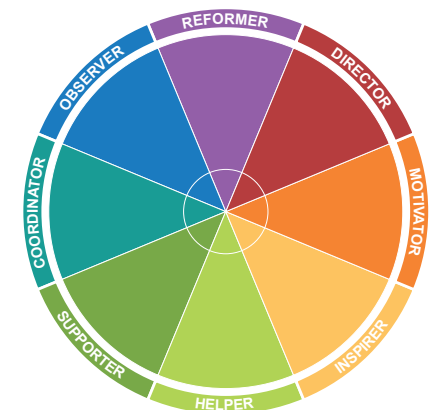


**Memorable, fun and fascinating introduction to Insights Discovery.**

### Summary

- Memorable, fun and fascinating introduction to the Insights Discovery learning systems
- Each participant receives their Insights Discovery Personal Profile
- Interactive and participative approach accommodates all learning styles
- Enables participants to improve their interpersonal relationships immediately
- Creates a positive common language enabling people to discuss personality and preference and the differences between people in a positive way
- Participants learn about their strengths and areas for development and how to be more effective

The Insights Discovery 8-Type Wheel



### Our Clients Say:

"The Insights Discovery Personal Effectiveness Programme has given a new meaning to effective communication here at the Minnesota School of Business. The Discovery Profile is the best tool I have seen to underpin a personal and professional development programme for all employees. This is powerful stuff!"

Ken Betterton  
Corporate Training Director  
Minnesota School of Business