

# Insights Learning & Development Ltd.

## Insights Into Personal Effectiveness.



- I am looking for an inspiring personal development experience.
- How can I improve the interpersonal dynamics of my people?
- How can I help individuals understand their personal impact?

Insights® Into Personal Effectiveness is our core program - an introduction to the Insights System and the Insights Discovery® Personal Profile. This experience is fun, interactive and leaves participants with a language and framework for understanding themselves and others which they can put into practice immediately.

The program explores a simple model:

- Understand self
- Understand others
- Learn how to adapt to others and connect more    effectively for improved relationships and results.

Using each participant's Insights Discovery Personal Profile, the program enables everyone to understand their own personality better, to identify the needs of other types of personalities and adapt to meet the other's interpersonal communication needs. The use of our four Insights color 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.

Insights Into Personal Effectiveness Programmes are tailored to customer requirements, and can range from 90-minute executive briefings to modular sessions over an extended period of time.

### PRODUCT SUMMARY

- Memorable, fun and fascinating introduction to the Insights system
- Each participant receives their Insights Discovery Personal Profile
- Interactive and participative approach accommodates all learning styles
- Enables participants to improve their inter-personal relationships immediately
- Creates a positive common language enabling people to discuss personality and preference and the differences between people in a positive way

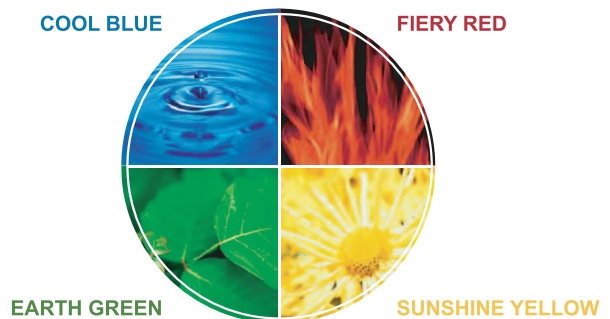
Insights ●●● Igniting Corporate Spirit  
Transforming individuals, teams and organizations

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### Program Content

- The Power of Perception
- The Insights Color Energies
- Jung's Preferences
- The Eight Insights Types
- The 72 Sub-Types
- Insights Discovery Personal Profile
- Recognizing Others' Styles
- Adapting and Connecting Techniques
- Colorful Interactions
- Keys to Success
- Action Planning

### The Insights Colour Energies



Insights offers a range of programs and workshops for participants wanting to extend their Insights knowledge. Our Discovery Accreditation Program qualifies participants to use the Insights model and Insights Discovery Personal Profile to inform their own learning and development plans.

### What Our Clients Say About Insights Into Personal Effectiveness

*"It is a source of great satisfaction to me to see lives improve as a result of using the Insights Personal Effectiveness system. From the perspective of our overall culture, every self-aware, happy and satisfied individual makes a positive contribution to BT's ability to meet the needs of our customers. I cannot recommend Insights and it's benefits highly enough!"*

Lynne Barter, BT