



Your introduction to Insights Discovery

Your Guide to **Conquering Chaos** &
Building a Culture of Compassion,
Collaboration and Connection.

www.PowerfulPerspective.org



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Executive Summary

In today's climate of global disruption, home working and self-isolation, it's more important than ever to make sure people are connected. For many of us, our projects and deliverables have become even more critical as our organizations overcome the many obstacles caused by the crisis. This is why helping people communicate and work effectively together, despite the uncertainties, can ensure projects stay on track.

Our Introduction to Insights Discovery session is designed to help people build greater understanding of themselves and their colleagues so that they can have more respectful, productive and positive working relationships, even across virtual boundaries. By knowing each other's personal preferences, people can better meet the needs of their colleagues in meetings, when collaborating on projects or under pressure, and even in everyday conversations.

Learning objectives

The session is supported by a detailed and individual personal profile that your learners can use to achieve the learning objectives. At the end of the session learners will be able to:

- State the value that each color energy brings to performance
- Use the language of the four color energies to describe preferences in self and others
- Recognize color energy preferences in others
- Identify actions to improve connection with others
- Set a balanced goal for personal development related to communication, connection, or interactions with others

The Insights Discovery model is a powerful platform from which people can build essential skills, such as:

- Collaboration
- Communication
- Connecting to deliver results
- Valuing differences
- Leveraging collective strengths



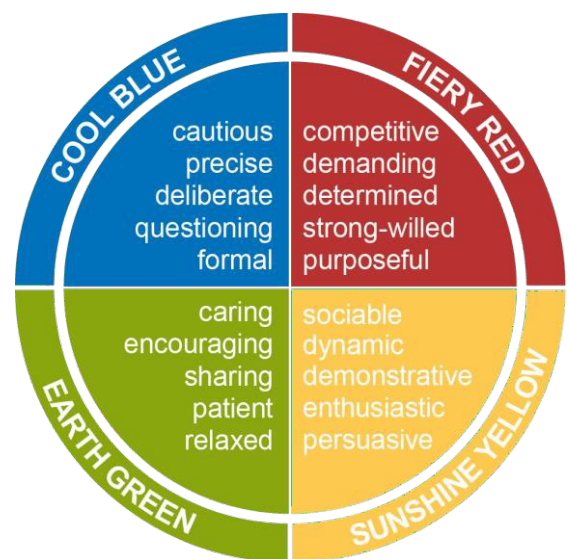
About Insights Discovery

Self-awareness is the foundation of excellent teamwork, improved communication, enhanced productivity and truly inspirational leadership. Insights can raise the level of self-awareness throughout your organization, and help you move into a highly successful future.

The Insights Discovery model is a simple and accessible four-color model which, accompanied by an Insights Discovery Personal Profile, helps people to understand more about themselves and others.

It creates a common language that makes it easier to identify strengths and address weaknesses, so that individuals and teams can perform at their highest level.

This model provides an effective foundation for learning programs since it inspires individuals to think about how they act and communicate.



Every person has all four color energies within them but has a natural preference for some over others which influence their motivations and behavior; it is the combination of these energies which creates each unique personality.

By understanding your own and others' preferences better, you can take simple, practical actions that improve your everyday relationships. The Insights Discovery Personal Profile is your guide, enabling you to take control of your own development.

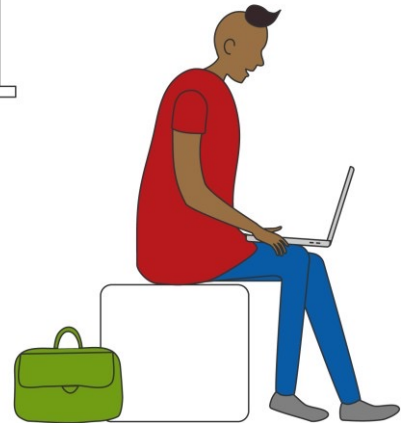
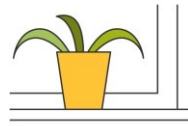
Supporting your existing tools

Our purpose is to help you use the Insights Discovery system to accelerate the transformation of your business and the personal growth of your people. One of Insights Discovery's greatest features is its versatility; it can integrate and support other systems already in place by providing a common, easy-to-use language that is shared across whole organizations.

Benefits of Insights Discovery

The Insights Discovery methodology allows individuals to view their personal preferences in relation to those of others, making it easy to identify where they may come into conflict, and where they share common ground.

Our team wheels give you a highly visual representation of your team's personal preferences



Some of the advantages of Insights Discovery that our clients have listed:

Using meaningful words like Fiery Red or Earth Green makes everything more memorable.

Being able to compare wheel positions in a team is very impactful.

The profiles have great Information that can be applied on a daily basis, both inside and outside the workplace.

In addition, our Insights Discovery model is registered with the British Psychological Society and carries their PTC mark of approval for use in work and occupational development. We have also been awarded the coveted Occupational Test Tools Certification Mark, from global quality assurance and psychological test assessors DNV GL.



The British Psychological Society
Registered Test

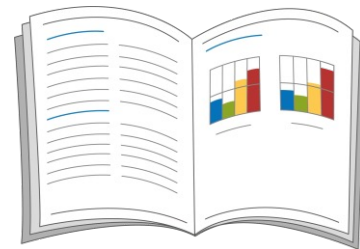
The Insights Discovery Personal Profile

The Insights Discovery Personal Profile is a detailed report about each individual which is produced based on their responses to an evaluator. It contains valuable information about the individual's personality and communication preferences that can be used as an aid to self-development in the workplace.

Foundation Chapter

Every profile begins with the Foundation Chapter, which tells individuals about their style and approach. It includes the following sections:

- Overview
- Key Strengths and Weaknesses
- Value to the Team
- Communication
- Possible Blind Spots
- Opposite Type
- Suggestions for Development



This gives the individual a good understanding of their unique preferences so that they can start to make practical, relevant changes that improve their working processes and relationships.

Management Chapter

At Insights, we believe that everyone is a leader in their own way. It's how you lead, not what you lead, that really matters. The Management Chapter helps people to understand how they manage, and how they prefer to be managed. It is useful for both leaders and the people they lead to explore the best ways of working together, improving both their relationships and performance. This chapter focuses on:

- How people like to manage and be managed
- How to motivate others and be motivated
- Creating an ideal work environment for yourself and others

Session agenda

The Insights Discovery session is a highly visual and engaging learning experience that can be delivered virtually or face-to-face.

Learners will be guided through the engaging learning content by a skilled facilitator.

The content covered in the session includes:

Agenda

The Insights Discovery model

- Perception
- The four color energies of the model
- Jungian preferences of Introversion and Extraversion, Thinking and Feeling and Sensation and Intuition

Understanding the four color energies

- How to recognize the color energies in yourself and others

The Insights Discovery Personal Profile

- Reviewing validity and connecting with your profile
- Exploring the overview page
- Explaining the graphs and preference flow

Adapting to connect

- Adapting and connecting with your team members

Action plan

- How to apply this knowledge of self and others in the workplace



About Insights

Insights provides people development solutions that help companies all over the world get the very best from their people at work. Our solutions are based on Jungian psychology and use a range of psychometric tools to help people increase their self-awareness.

What makes us different?

Over four million Insights Discovery Personal Profiles have been produced, and they are available in more than 40 languages across the globe.

Our methodology is easy to understand and practical to apply. Its highly visual content makes it both engaging and memorable, helping individuals to understand themselves, particularly in relation to others they work with.

What we offer

A common language

Virtual and face-to face learning

Global reach

Expert facilitators

Verified psychology

Accreditation option

Practical application support

Our validity endorsements



The British Psychological Society
Registered Test

Our awards



Our customers



Microsoft

Allergan Aesthetics
an AbbVie company



AstraZeneca



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