



Insights Discovery.®



Secure Better Leadership, Sales Skills, Customer Service, Employee Engagement & Teamwork



Helping you tackle the critical issues your business is facing today.

- 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?
- Do you want to help individuals to better understand themselves and others?

Applications:

- Personal effectiveness
- People management
- Customer relationships
- Performance coaching
- Team building
- Recruitment & selection
- Effective selling
- Leadership development

What is Insights Discovery?

The success of any team is largely dependent on the effectiveness of its people. Insights Discovery™ is a development programme that uses colour as a common language for helping individuals, teams and organisations to enhance their performance and achieve business goals through the following steps:

- 1. Understand Yourself** - Understand more about themselves including their communication, interaction and management styles; personal motivations; strengths; weaknesses and other behavioural preferences.
- 2. Understand Others** - Understand and identify the behavioural preferences of others.
- 3. Adapt and connect** - with others to achieve more successful interactions; build effective relationships and enhance personal productivity.
- 4. Actions** - Improve performance in the areas of personal effectiveness; client retention and growth; team productivity; influencing and sales success and agency/department performance.