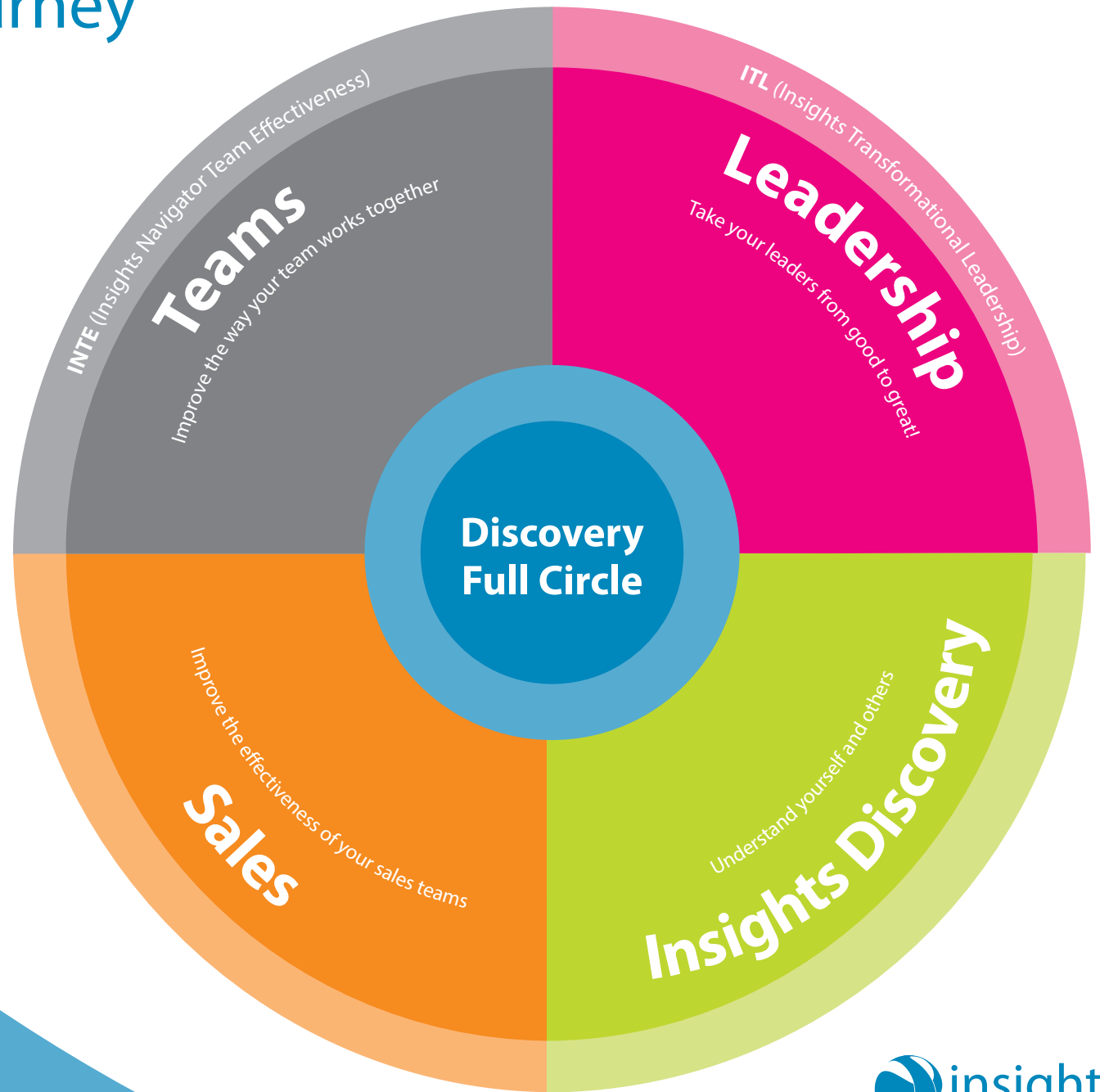


Your Insights journey

Improve the effectiveness of individuals, teams and organisations with Insights learning solutions.

DFC For additional in-depth feedback do the Discovery Full Circle Profile



Discovery Full Circle



Your organisation's success depends on how well its people work together. The relationships you build with your colleagues, direct reports and managers all affect how productive you are. It's critical to understand how those people perceive you – often it differs from what you may think.

How it works

Our Discovery Full Circle Profile provides learners with 360 degree feedback from peers, managers and customers. It uses the language of the Insights Discovery colour energies to create a safe and positive environment for giving and receiving feedback.

Each recipient completes an online evaluator, and asks their feedback group to complete a ten question online evaluator about them too.

The wealth of feedback given by the group allows individuals to consider their personal impact and create a plan for development.

What to expect

Explore individual strengths and development areas and how they may impact your relationships with others.

Understand how others perceive you.

Recognise how your personal style affects those around you and how to work more collaboratively and efficiently as a result.



Insights Discovery

Insights Discovery helps people to perform at their highest level by improving their understanding of themselves. People can then easily adapt and connect with others, which leads to workplaces where innovation, creativity and productivity thrive.

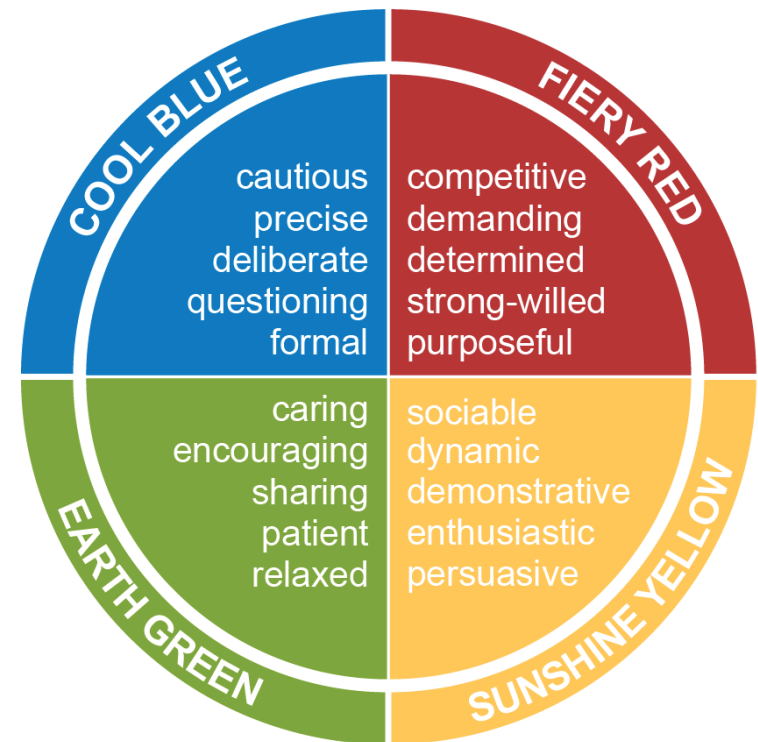
Insights can help your organisation create a world-class sales force enabling sales people to quickly understand who their customers are and how they like to do business. This can drive the momentum needed to help customers through their digital transformation.

How it works

Insights Discovery is a simple and accessible four colour model that helps us to understand ourselves and others. Every person has all four colour energies within them; it is the combination of these energies which creates each unique personality. Our colour energies refer to a set of characteristics that tend to be our most preferred or most natural way to be.

What to expect

- People that understand the impact of their personal style
- An increase of effective relationships between colleagues
- Success through building strong relationships
- Improved communications and minimised conflict



Teams



Effective teams are the building blocks of successful organisations, so it's **vital they are balanced, focused and cohesive**. Insights can help you to strengthen team engagement, enhance team effectiveness, develop action plans and drive team performance.

How it works

Our Team Effectiveness programmes provide teams with a common language, a framework and in-depth analysis, to help identify their most pressing issues and biggest opportunities.

We help teams get to the heart of the matter; improving relationships, increasing productivity and creating high performance teams along the way. This will help your employees continue to operate, learn and improve as a collective team.

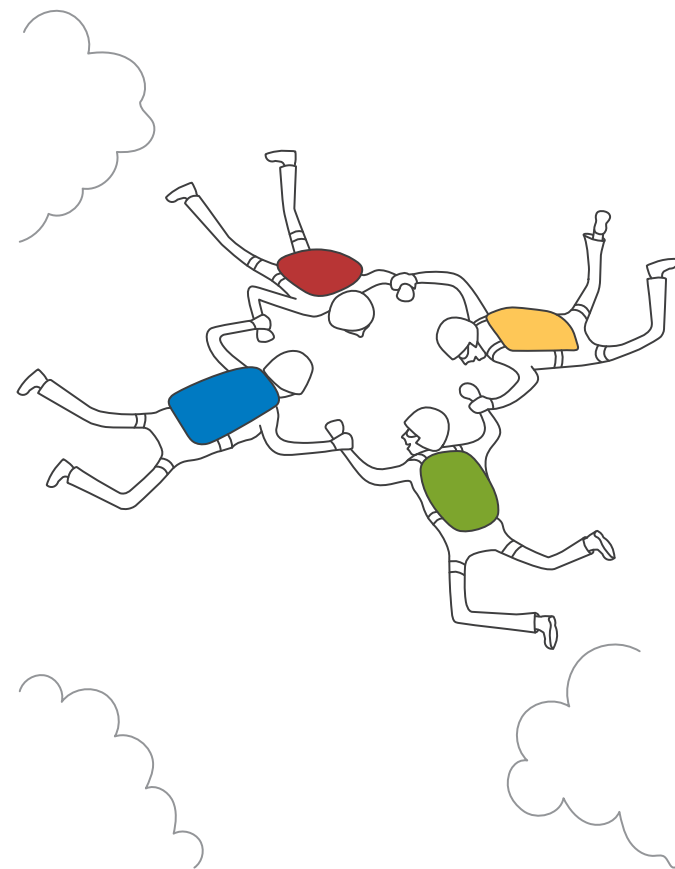
What to expect

Diagnose and confront problems.

Understand the team's strengths and potential areas of development.

Create clear and actionable plans that accelerate the team's progress.

Continue to operate, learn and improve as a team.



Leadership



Progressive organisations need transformational leaders; leaders who focus on more than just running the business of today, but can also visualise how they are going to realise the business of the future.

Good leadership is about more than mastering a set of management skills. Leaders should create a compelling vision, produce results, and maximise the value of their team through shared goals and values.

Insights' leadership solutions help people become the best leaders they can be.

How it works

Building on our foundation model, Insights Discovery, our leadership programmes help leaders explore their personal leadership style and unique value. Through a series of workshops and/or coaching sessions, leaders learn how their individual style and preferences manifest themselves when leading a team. This enables the leader to examine their effectiveness in each of these areas.

What to expect

A strong and balanced leadership team that produces results whatever the business climate.

Leaders will maximise their strengths and address weaknesses head on.

By recognising the personal styles in their team, leaders will be able to adapt their approach to suit each individual.

Teams will become more engaged as leaders create a tangible vision for success.



Sales



Our Sales Effectiveness solution is an extensive programme designed to explore a sales person's mindset, capability and behaviour at every stage of the sales cycle.

Insights can help your organisation create a world-class sales force enabling sales people to quickly understand who their customers are and how they like to do business. This can drive the momentum needed to help customers through their digital transformation.

How it works

Our Sales Effectiveness programme is designed for sales individuals to become more effective, dynamic and successful in their work environment.

Looking at every stage of the sales cycle, we explore how the preferences and capabilities of a sales person might impact both their strengths and challenges. We then consider how these can be developed to improve their interactions with different customer types.

The programme aims to improve customer relationships, boost performance and ultimately, supercharge sales success even with today's ever-changing technology.

What to expect

Sales people will learn how to quickly recognise and adapt to different customer types to connect in a meaningful way.

Clear and actionable plans that accelerate sales success.

Assessment of the strengths and challenges of the sales team as a whole.

