

DISCOVERY INSIGHTS

VIRTUAL SESSION

Duration: ½ Day | CourseCode: CONSULTS



COURSE AIMS:

Discovery Insights is a Jungian based psychometric tool that analyses your preferences when interacting with others in the workplace. Insights has built on the extensive body of psychological research that culminates in the seminal work on personality devised by the Swiss psychologist Carl G Jung. As a result of this research, Insights has developed a support system or map that you can use to change your levels of self-awareness for the better so that you understand the impact you have on others and the impact they have on you in the workplace. These profiles are available in various different formats depending on what your requirements are. We always start with the Foundation chapter which can then be built upon depending on your needs- we can add a Management Chapter which provides managers with an opportunity to consider their own management style as well as the needs of the people they manage

COURSE PRE-REQUISITES:

This programme is for you if you need to understand what the ingredients of success are to firstly to understand yourself, next to understand others, and then to use this knowledge to manage the interactions in your relationships with your customers, your colleagues, your friends and your family. Each attendee will complete a 25 frame evaluator pre workshop from which we will provide them with a detailed profile to help them to understand their personal style and how this impacts on their relationships in both personal and professional environments. This profile will be debriefed during the session.

COURSE OBJECTIVES:

On completion of this session delegates will be able to:

- Have a greater understanding of themselves, their style and approach as well as a deeper appreciation of their strengths and possible weaknesses; their value to the team; their communication style; possible blind spots; opposite types and suggestions for development
- Understand the simple colour system that illustrates the construct of the model
- Start to use productive , positive, supportive language that promotes an 'I'm OK, you're OK' perspective
- Develop their interpersonal skills which will help to improve performance and start to create a more positive, productive cultural environment.

COURSE CONTENT:

Introduction to Insights and Objectives

Perception- why we see things differently to others

- Perception V Reality
- Ladder of Inference

The Four Colour Energies

- Looking at the colours that make up the wheel
- Good day/Bad day energies
- Using the colour energies in the workplace

Attitudinal Functions

- Exploration of Jung's attitudinal functions- Where our energies come from(Extraversion or Introversion preferences); whether we have a Thinking preference or a Feeling preference (head or Heart); how we like to process information (big picture or detail oriented)

Exploring your personal profile

- Your personal colour combination that makes up the unique person that you are- your Discovery Insights Wheel Type
- The energies that you bring to the workplace v your natural , reactive, intrinsic self
- Your profile summary- including your strengths, possible weaknesses, blind spots and development suggestions

Actions

- What have you discovered about your self?
- 3 things from your development suggestion that you will work on first

For more information

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