

*Register for upcoming webinars*

### Delivering Insights virtually with impact

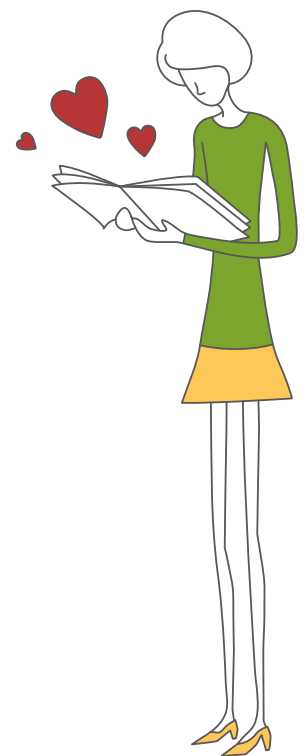
While virtual delivery is often more convenient, not being able to see the learners and gauge their level of understanding and engagement can be difficult as a facilitator! In this webinar you'll learn best practices for delivering Insights Discovery virtually. We will highlight common mistakes made and how to overcome them to ensure your learners are highly engaged.

### Demystifying the Creative Type

Earth Green energy followed by Fiery Red? Cool Blue energy followed by Sunshine Yellow? In this webinar, we'll focus on better understanding and getting closer to the Creative Type when facilitating sessions and debriefing profiles.

### Keeping the learning alive: embedding the language of the colour energies

This webinar is an interactive discussion about how to leverage your Insights Discovery investment and "keep it alive" after the initial workshop. Bring your best practices to share with other practitioners and we'll share some of our favourite activities to reinforce and sustain the language of the colour energies.



## Walking the wheel: utilising the floor mat to enhance in-person learning

The floor mat can be used in a variety of ways to support the development of teams and organisations. In this webinar, participants will discuss and learn how using the wheel can enhance communication within a team, help participants to better understand the colour energy dynamics within a team ... and more! We will also be sharing a variety of hints, tips, do's and don'ts on the wheel and share best practice.

## Apply the learning: moving from content to conversation

This webinar helps practitioners shift facilitation from a focus on the profile towards the practical application of the learning. We'll explore how to guide a conversation with your learners to help them to understand their profile more fully from an objective viewpoint, and then to think about how to apply the learning.

## Mastering the Insights Discovery graphs

Learn to objectively interpret the data in the graphs and preference flows for use in coaching conversations. Discover how the inclined energies can affect the manifestation of the preferred colour energy and how to encourage conversations around the least preferred energy.

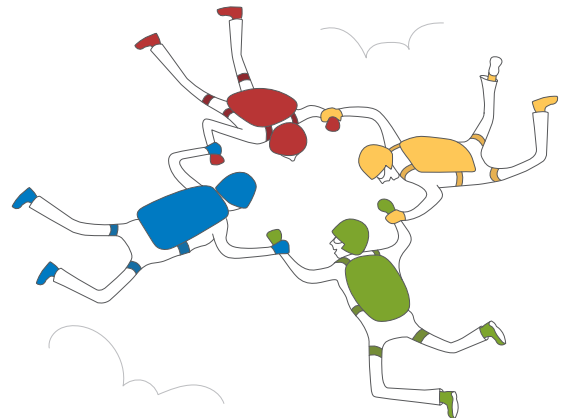
## Exercises and icebreakers that rock

This webinar inspires creativity and offers practical suggestions for activities that not only address business challenges, but are also fresh, engaging, and lively.



## The cutting edge: teamwork

Join our Chief Learning Architect and representatives from our Research Team as we hear about the latest trends and research on building and managing effective teams. This session will provide you with helpful information as well as practical steps you can take to integrate some of this knowledge into your existing work with Insights Discovery.



## Unlock the magic of the Jungian Preferences

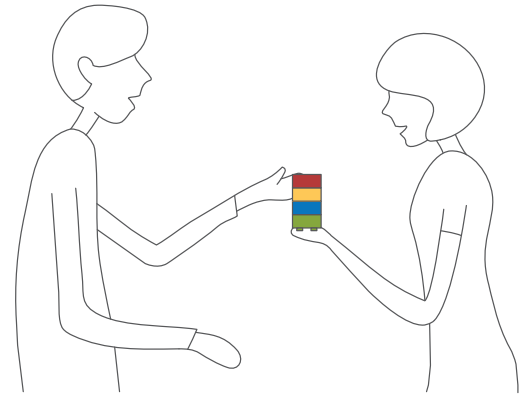
Move beyond the language of colour energies to uncover the depth and richness found in the Jungian Preferences (Introversion/Extroversion, Thinking/Feeling, Sensation/Intuition). We'll explore fresh and engaging ideas to explain and present the Jungian Preferences to your participants.

## The cutting edge: leadership

Join our Chief Learning Architect and representatives from our Research Team as we hear about the latest trends and research on developing effective leaders. This session will provide you with helpful information as well as practical steps you can take to integrate some of this knowledge into your existing work with Insights Discovery.

## Working with the least preferred energies

Better understand how to get the most out of interactions with the opposite types. Participants will reflect on how they have used their least preferred energy in the past and how they can use this knowledge to adapt and connect more effectively with their opposite types. This content can be incredibly powerful in coaching and enabling honest conversations.



## Designing Insights Discovery-based solutions for sales

Like peanut butter and jam, Insights Discovery and sales training go great together. Learn how you can design and integrate an Insights Discovery-based learning solution into your sales effectiveness efforts.

## Revolving door – people joining and leaving the team

Better understand and manage the impact of personnel changes within your teams with this webinar! Participants will share their experiences of changing teams and then review this dynamic through the lens of the four colour energies. We will also examine the impact of changing team dynamics using the team wheel and consider how the four pillars of team effectiveness are impacted by staff changes. You'll also experience using the Business Challenge cards to consider what can be done when people join or leave a team.

## Breakthrough conversations

Gain insight (no pun intended!) into the various phases of a profile conversation (before, during and after) and the ICES question model. You'll experience ICES application activities and receive recommendations to facilitate breakthrough profile conversations.