Product catalogue for Partners

insights®

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This glossary describes some of the most common materials that support Insights delegates.

It is not a full list of materials so please consult with your Account Manager if you need further guidance.

We reserve the right to withdraw sold out or discontinued products in one or more languages.

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Core materials

Insights Discovery Personal Profile
(Foundation and Management Chapters)

Foundation Chapter (prerequisite)

- Overview
- Strengths and Weaknesses
- Value to the Team
- Effective Communication
- Barriers to Effective Communication
- Blind Spots
- Your Opposite Type
- Suggestions for Development
- Insights Graphs

Management Chapter

- Ideal Environment
- Managing Me
- Motivating Me
- Management Style

Available in Danish, Swedish, Norwegian, Finnish and English.

Insights blocks

The blocks are an interactive learning aid which supports delegates to explore their own mix of colour energies during and after the workshop. It is a visual reminder of the learning that can be used to great effect in the workplace.

At your desk
Place the blocks in the order of your color energy preferences. We also encourage individuals to change these when they consciously want to use the color energies in a different order from their typical preference.

In meetings
Decide as a team what emphasis each color energy should have at a meeting and put the blocks in the corresponding order.

Relationship building
Work with a person you want to build a better relationship with. Then place your blocks in your order of preference and discuss where you connect and where you conflict. Agree a plan of how you will both use your color preferences in a way that will enhance your connection.

Available in English only.

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Further profiles

Further chapters of the Insights Discovery Personal Profile

Effective Selling Chapter

The Effective Selling Chapter helps salespeople understand how they can use their unique style to influence their customers, peers and managers, exceed their potential and form part of a truly exceptional sales team.

- Selling style of the individual
- Before the sale begins
- Identifying needs
- Proposing
- Handling buying resistance
- Gaining commitment
- Follow up and follow through
- Sales preference indicators

Personal Achievement Chapter

This chapter takes learning and development and makes it personal. It focuses on purpose, potential and a lifelong journey of growth.

- Living on purpose
- Time and life management
- Personal creativity
- Lifelong learning
- Learning styles

Interview Chapter

The Interview Chapter is a list of questions which people can use to learn even more about themselves and about each other. They're designed to be stretching and difficult, raising levels of self-awareness and identifying areas of strength and areas for development. They are related to areas for development which people might find more difficult to tackle.

Available in Danish, Swedish, Norwegian, Finnish and English.

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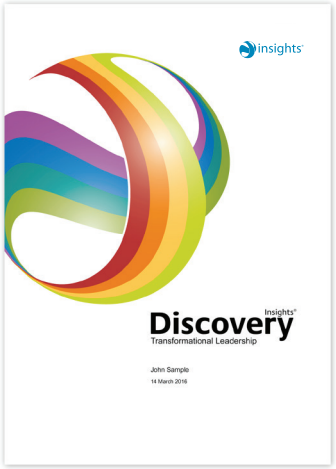
Further profiles



Insights Discovery Transformational Leadership (IDTL)

The IDTL Profile is designed specifically for current and future leaders. It uses Insights Discovery as the foundation to create a profile that explores an individual's leadership preferences within eight leadership dimensions:

- Leading Change
- Creating a Compelling Vision
- Communicating with Impact
- Fostering Teamwork
- Facilitating Development
- Leading from Within
- Agile Thinking
- Delivering Results

Available in English only. Can be delivered as part of leadership development programmes and coaching.

Insights Discovery Full Circle (DFC)

(Up to 12 respondents)

The Discovery Full Circle Profile compares an individual's self-perception with the perceptions of the Feedback Group using the Insights Discovery framework and language. This enables an individual to expand their understanding of how they are perceived by peers, customers, managers, and/or team members. Providing feedback information at an aggregate level, the profile also provides space for review of the Feedback Group at an individual level.

Available in Danish, Swedish, Norwegian, Finnish and English.

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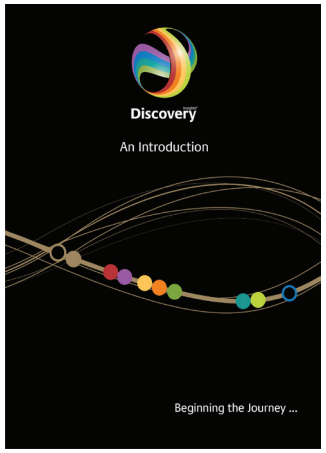
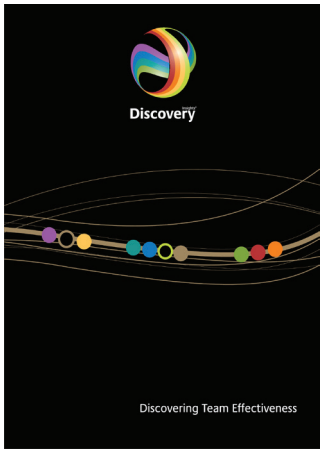
Workshop journals



Beginning the Journey workshop journal

Addressing topics such as perception, color energies, Jungian preferences, recognising type, personal exploration, etc.

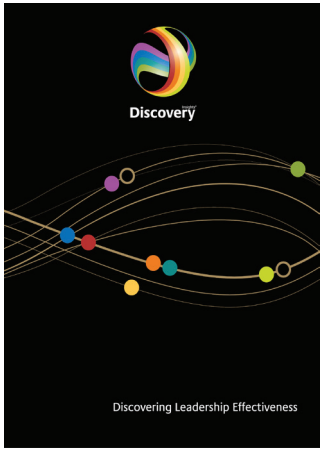
Available in Danish, Swedish, Norwegian, Finnish and English.



Discovering Sales Effectiveness workshop journal

Addressing topics such as the color energies within selling, the Insights Model of Selling, connecting with customers, the Effective Selling Chapter of the Insights Discovery Personal Profile, etc.

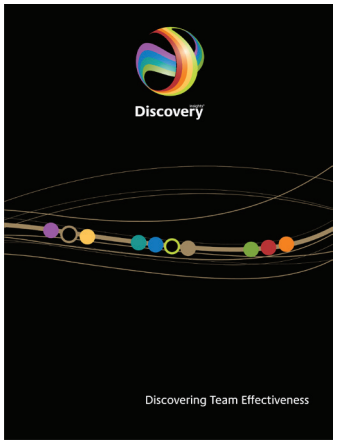
Available in Danish, Swedish, Norwegian and English.



Discovering Leadership Effectiveness workshop journal

Addressing topics such as the color energies within leadership, the manifestations of leadership, motivators and blockers, the Management Chapter of the Insights Discovery Personal Profile, etc.

Available in Norwegian and English.



Discovering Team Effectiveness workshop journal

Addressing topics such as color energies, team dynamics, communication, adapting and connecting, team culture, the Insights Team Effectiveness Model, etc.

Available in Danish, Swedish, Norwegian, Finnish and English.

Workshop journals are learning aids which help delegates capture their thoughts and ideas throughout their Insights Discovery experience. They allow delegates to record their action points and take their learning away to apply in the workplace, keeping Insights Discovery alive after the workshop.

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Reference guide

Insights Discovery Reference Guide

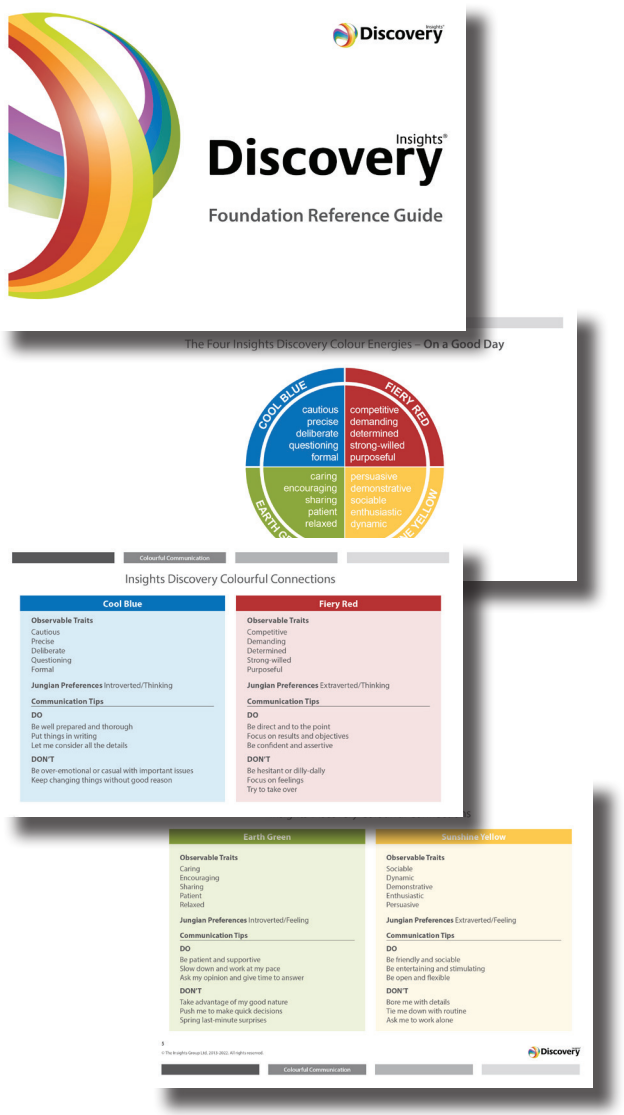
The Insights Discovery Reference Guide is a handy companion to keep on your desk for daily reference.

It contains many of Insights' most frequently used job aids that can help you with anything, from how the colour energies show up on a good or bad day, to how to connect with others based on their preferred colour energies.

The Reference Guide contains:

- The Insights Discovery colour energies on a good day/bad day
- Colourful connections
- Effective listening tips
- Clues from body language, verbal style, interactions and work environment
- How the colour energies are motivated
- Embracing our opposites
- Key skills or attributes of the eight types
- Connecting with the eight types
- Stress management

Available in Danish and English.



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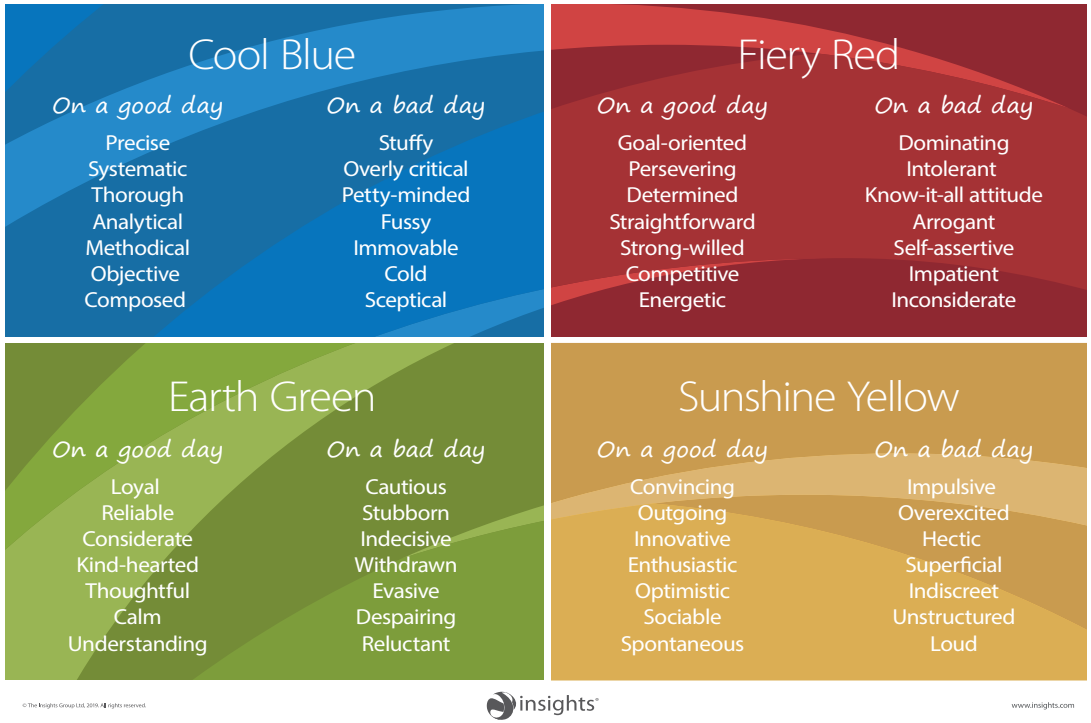
Posters

Insights Discovery Good Day/Bad Day Poster

The posters show the good day and bad day behaviours of the colour energies.

It can be used as an introduction to how the colour energies may show up in ourselves and each other. It is also a safe way to communicate how over-extending our colour energies may sometimes show up as “bad day” behaviours, especially to our opposite types.

Available in double-sided A4 or A1 formats.



Available in Danish, Swedish, Norwegian, Finnish and English.

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Card Game

Insights Discovery Card Game

This card game consists of 224 cards in the four colours of the basic types, describing the attributes of the types.

This card game can be used as an icebreaker to introduce Jungian behavioural types. It can be used in meetings or at the beginning of seminars as an active, playful way for the participants to get to know each other and get to know themselves.

Available in Danish, Swedish, Norwegian, Finnish and English.

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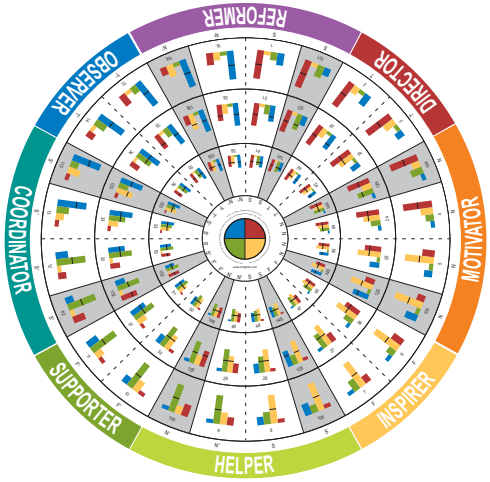
Wheels and mats



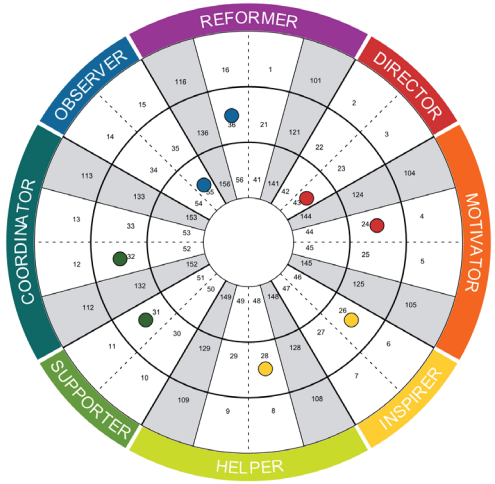
72-Type Wheel Floor Mats

- 2 foot (0,60 m) fabric or vinyl
- 9 foot (2,70 m) fabric or vinyl
- 12 foot (3,65 m) fabric or vinyl

The floor mats provide not only a visual centrepiece for your workshops, but they also create a physical space for experiential learning. Used often in the foundational learning of Jungian colour preferences, these mats heighten a participant's experience with Insights Discovery and provide key learning in their journey to better self-awareness and understanding.

Many of our exercises incorporate the Insights Discovery floor mats and encourage the participants to 'walk the wheel', bringing to life the colour energies within individuals or teams. It is a powerful learning experience for teams to physically see where each other are positioned and understand what preferences and dynamics are involved in their interactions.

Available in Danish, Swedish, Norwegian, Finnish and English. There are also floor mats availble for Team Effectiveness and Leadership Effectivess.



Team Wheel

The team wheel displays the wheel position and colour energies of all team members to give a complete overview of the team's dynamics. It also provides the dominant and inclined energies (colour energies above the mid-line) of the team.

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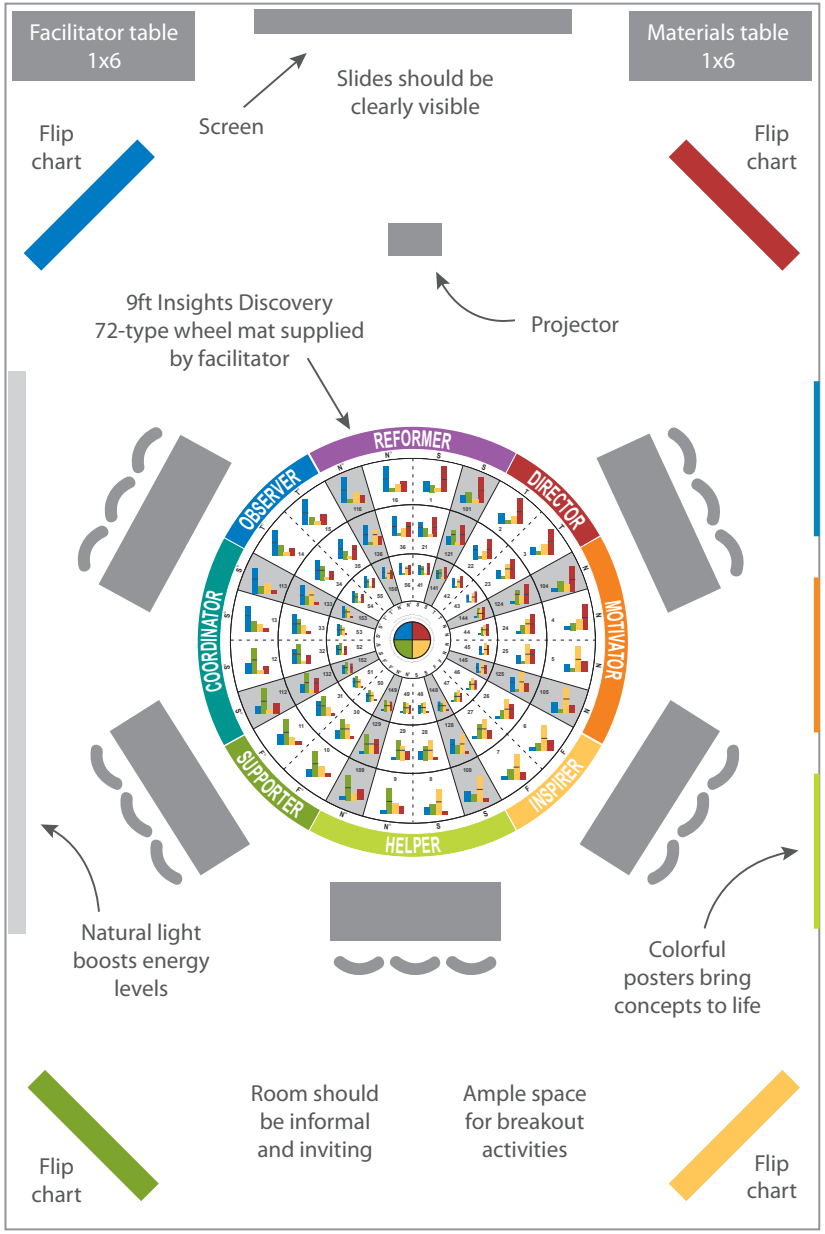
Room layout

Ideal room layout

What you need to deliver a face-to-face Insights Discovery workshop:

- Flipchart in four corners
- Projector and screen
- Natural light
- U-shape of chairs (avoid tables)
- Insights Discovery floor mat
- Your participants!



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