

BLUEGNU
CONSULTING



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What Next With Insights Discovery?

We've outlined in this presentation just a few of the possible next steps after an Introduction to Insights Discovery - there are many, many more!



WHAT CAN COME NEXT?



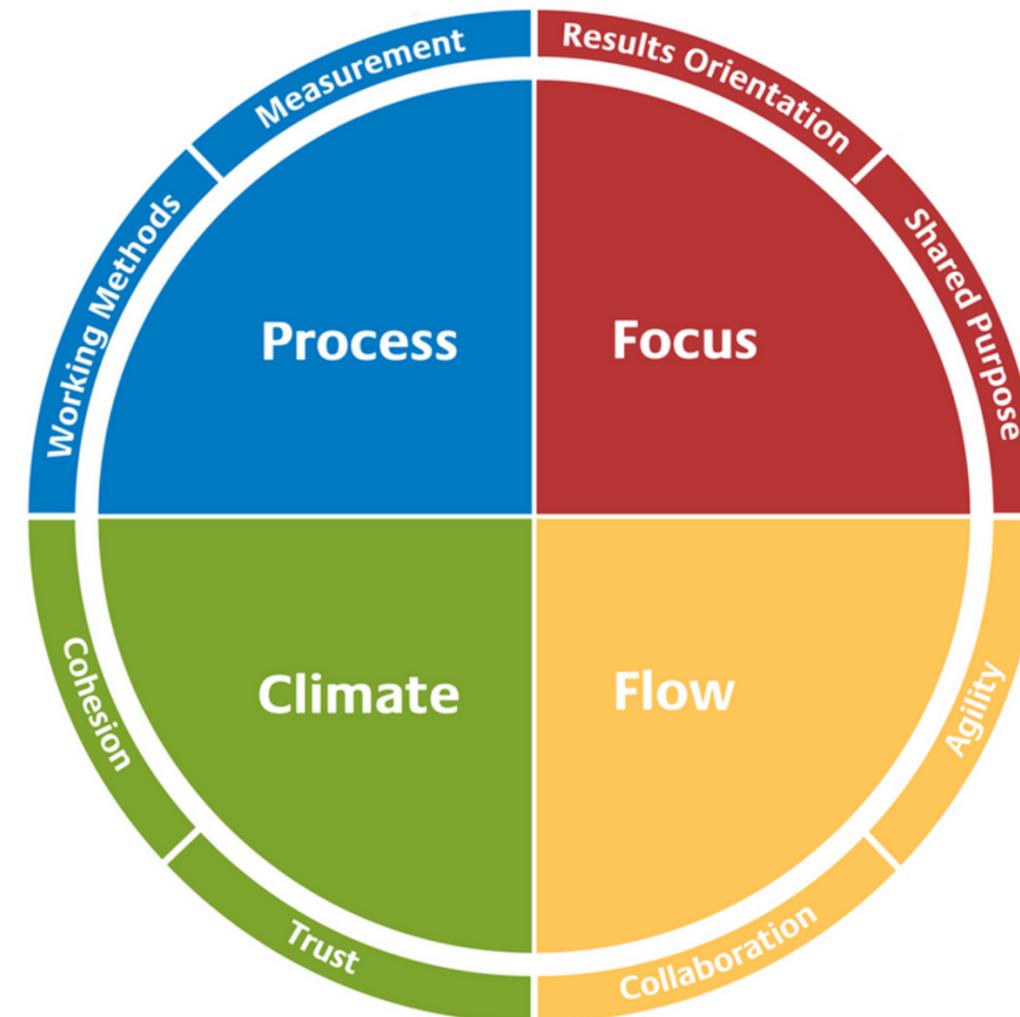
- Team Effectiveness
- Leadership Effectiveness
- Sales Effectiveness
- What happens to your colour energies when you are Under Pressure?
- Insights Discovery and Change Leadership
- Discovery Full Circle (a 360 degree colourful feedback tool)
- Deeper Discovery
- The Self Aware Leader

DISCOVERING TEAM EFFECTIVENESS

(Short additional module, half day for intact teams)



We'll take your team on a journey from individual brilliance to true Team Effectiveness - the colour energies show up slightly differently in teams, so we'll explore what that looks like and help you create an action plan to enhance your team's super-powers and be mindful of those collective blind spots.



[Click here for the fact sheet about this workshop](#)

DISCOVERING LEADERSHIP EFFECTIVENESS

(Short additional module, half day for managers and leaders)

Discovery
Transformational
Leadership Profiles are
charged at an additional
£100 per head



Building on the Insights Discovery model, we work with leaders and managers to 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 in their leadership.



[Click here for the fact sheet about this workshop](#)

**COOL BLUE ENERGY IN
LEADERSHIP ON A 'GOOD DAY'**

Diligent
Consistent
Thoughtful
Principled
Objective

**FIERY RED ENERGY IN
LEADERSHIP ON A 'GOOD DAY'**

Determined
Focused
Proactive
Courageous
Purposeful



**EARTH GREEN ENERGY IN
LEADERSHIP ON A 'GOOD DAY'**

Appreciative
Respectful
Valuing
Service-oriented
Accommodating

**SUNSHINE YELLOW ENERGY IN
LEADERSHIP ON A 'GOOD DAY'**

Empowering
Engaging
Encouraging
Adaptable
Dynamic

DISCOVERING SALES EFFECTIVENESS

(Additional 1-2 day module)

[Click here for the fact sheet about this workshop](#)

Adding the Sales Chapter to the existing Foundation Insights Profile costs £50 per head



Discovery Sales Effectiveness is an easy and productive way to assess the strengths and weaknesses of your sales team so that you can develop a plan of action to accelerate their productivity



The models in the programme provide sales professionals with a unique insights into themselves and their customers and how this impacts on their success. The learning can be applied throughout the entire sales process, helping sales people to exceed customer expectations and their sales targets.

Example "Sales Lollipop":



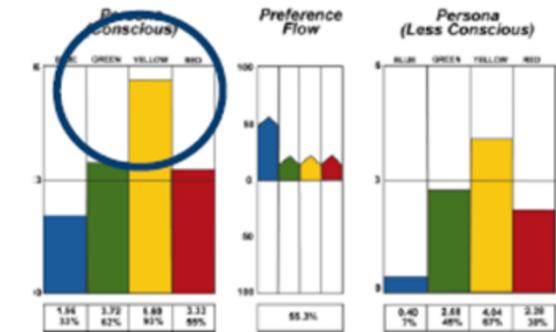
THE FOUR LEVELS OF PRESSURE AND THEIR IMPACT ON PREFERENCES

(Short additional module, half day)



Level 1: Good Day use of the colours

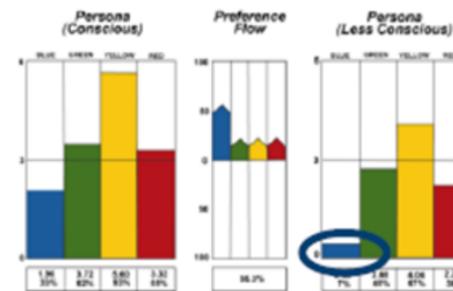
Positive use of energies above the midline in both the Conscious and Less Conscious graphs



Level 4: Extreme Bad Day Behaviour - 'Flipped Out'

Conscious behaviours are swamped by energies below the midline that temporarily 'rise up' and express themselves in an extreme bad day form.

You may feel 'out of control' as you express these colours in an immature way.



CHANGE LEADERSHIP

(Short additional module, half day)

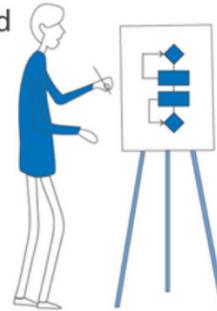
To deal effectively with change, leaders need an understanding of their reactions to change and strategies to manage these reactions.

As we all know change can be a positive or a challenging experience. This workshop is designed for those of you who are involved in leading change (which could be proving to be a challenge) and when you need to get the best out of your teams.

Tips for clarifying change ...

Cool Blue

Research and review the facts; use evidence to form the rationale for the change.



Fiery Red

Have clear targets and a plan that aligns with organisational goals.



Earth Green

Consider people's past experiences, their current capacity for change, and their desire for excellence.



Sunshine Yellow

Create a compelling picture of the future that is inspiring to others.



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What have you learned and what questions do you still have?

What actions will you take?

Managing change

Take some time to reflect on the changes ...

How do you feel about the change and your reaction to it?

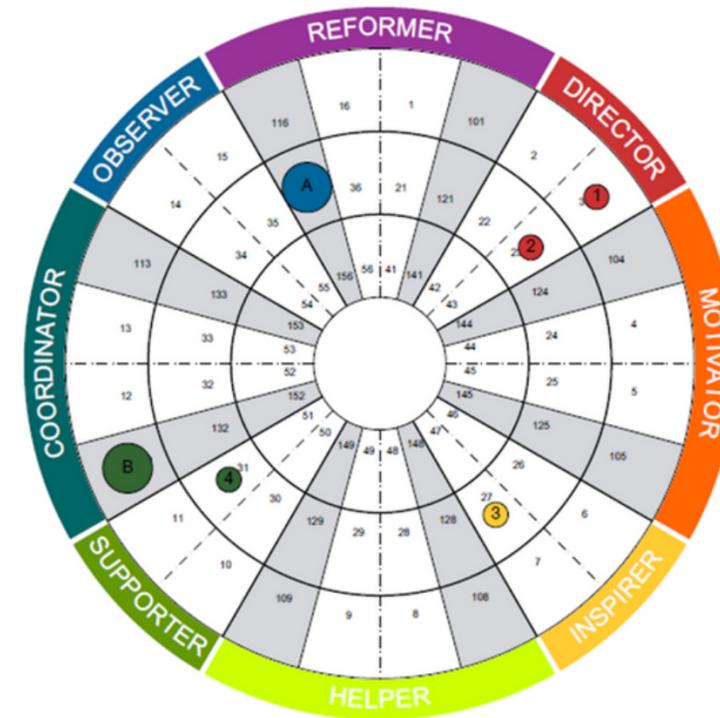
What thoughts or ideas has this information sparked?

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DISCOVERY FULL CIRCLE

(Additional module, full day)

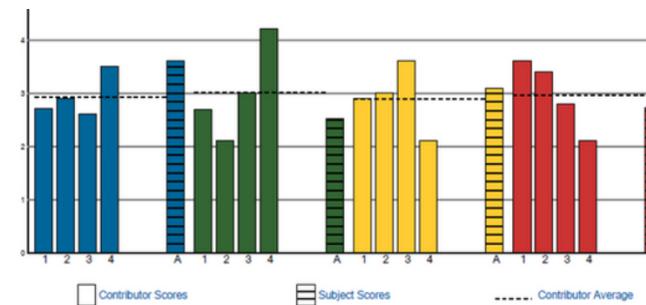
Discovery Full Circle Profiles are charged at an additional £170 per head



- A  John 136: Creative Observing Reformer (Classic)
 - B  The Feedback Group 112: Creative Supporting Coordinator (Focused)
- The Feedback Group
- 1  Paul 3: Motivating Director (Focused)
 - 2  Ruth 23: Motivating Director (Classic)
 - 3  Lucy 27: Helping Inspirer (Classic)
 - 4  Jennifer 31: Coordinating Supporter (Classic)

Discovery Full Circle gives you 360 degree feedback bringing personal feedback to life in an engaging and positive way. It inspires you to take instant acting to improve relationships with key stakeholders.

First, you complete the Insights Discovery Introduction then a feedback group of your peers, managers and/or customers are invited to complete a 10 question evaluator with the option to add comments. Feedback can be named or anonymous. The Full Circle profile is accompanied by a learning guide, which provides a wealth of hints, tips, ideas and exercises to help you properly engage with the rich content it contains. It can be used both in 1-1 coaching and group workshops, which is ideal for teams looking to improve their productivity and communication.



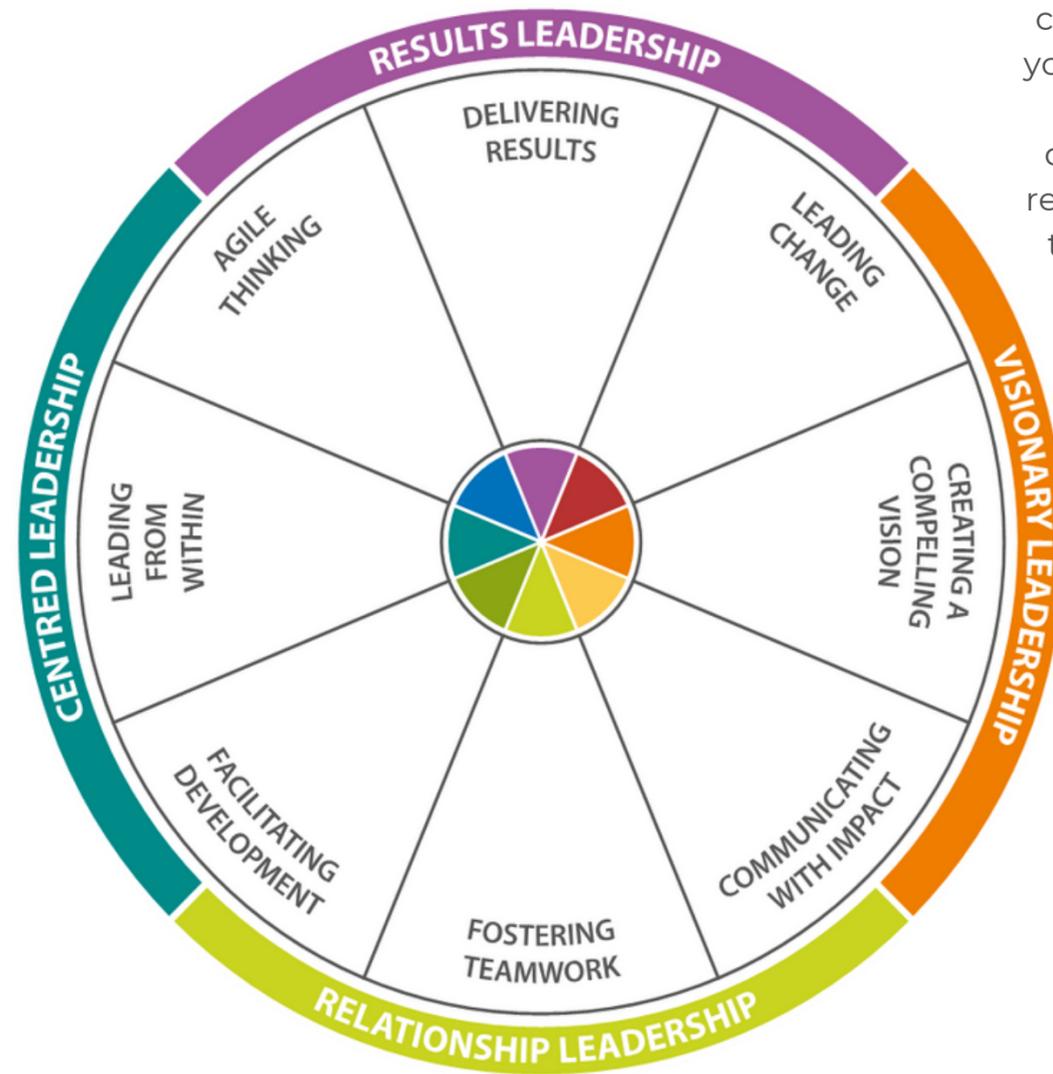
ID	Name	Blue	Green	Yellow	Red
1	Paul	2.71	2.70	2.90	3.60
2	Ruth	2.90	2.10	3.01	3.40
3	Lucy	2.60	3.01	3.60	2.80
4	Jennifer	3.50	4.20	2.11	2.10
A	John	3.60	2.52	3.08	2.72
B	Group Average	2.92	3.01	2.90	2.97

[Click here for the fact sheet about this workshop](#)

THE SELF AWARE LEADER

(Additional modules, full day +)

A full leadership programme encompassing the Four Manifestations and the Eight Dimensions of Leadership



Leadership is a balancing act to get right. Understanding how your unique combination of colour energies manifest themselves in your leadership provides a deeper understanding of style and approach. The Self Aware Leader explores how the eight Leadership dimensions are impacted by psychological preferences. It raises self awareness of how each leader's unique mix creates both strengths and challenges; and enables clarity on where your leadership development focus needs to be. You might view some of the dimensions as more important or more relevant, but we need to be able to weave them together in the way that we lead.



We look forward forward to working with you!

Elaine Gosden - Managing Director

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