

Insights: Adapt to Connect

Practical information: Number of participants: Between 5 and 10

Duration: 1 day (09:00 – 17:00)

Price per person @ Valesta office: €900 (incl. Insights Personal Profile)

Course Overview

Self-awareness is invaluable, both professionally and personally, to the success of every person. Understanding how others perceive you, your attitude and your responses are key insights that one should be aware of when connecting with others.

During this one day course, attendees will gain a better understanding of themselves and others, which will in turn, enable them to create much more effective relationships in the future. Participants will go through exercises and simulations, acquire awareness of their own strengths and weaknesses, as well as those of others and understand the possible impact of these traits.

Prior to the course, attendees will be required to take an online test. From this, your insights profile will be determined and through the use of proven insight theories, such as 'The Insight-Type Model', the course will ensure that participants will have an understanding of the concept of self-awareness and how to apply it to their own lives and in their relationships with others.

By attending this course you will gain:

- An understanding of perception, resulting in the awareness of your own personal insight-type and the ability to identify the insight-types of others.
- Knowledge and recognition of your own strengths and weaknesses.
- The ability to recognise the strengths and weaknesses of others, and learn how to adapt to them.
- An awareness of your own personal communication style
- The ability to adapt your communication style to others, to ensure effective communication
- Awareness of conflict resolution methods suited to each insight-type, including basic mediation and binding communication styles

Course Content

The content of this course is theoretically based. Aspects of the course will be adapted to attendees own insight-type and communication style. It will teach the participants the importance of understanding the different communication styles through observation of body language and interaction with others.

Topics that are being covered during this training are:

- The characteristics of each Insight-type and learning how to connect and build unique relationships with each
- The various levels of acknowledgement when connecting with others: Listening, Understanding, Conceiving, Comprehending
- The various ways you can look at the same person or challenge, thus improving their own self-awareness and a deeper understanding of others
- The various methods of translating a situation, to ensure a clear path of communication

The training is delivered in a practical manner with participants exchanging personal experiences and individual points of view. This approach helps participants achieve the best results in the different scenarios they may encounter with people.

For more information or to reserve a seat on this training course please contact us today!

We are flexible! Should you require training to be carried out in-house, we would be happy to discuss your needs and come up with a suitable solution for you.

Call our office on +32 15 28 15 05!