



UNIQUE CUSTOMER INTELLIGENCE



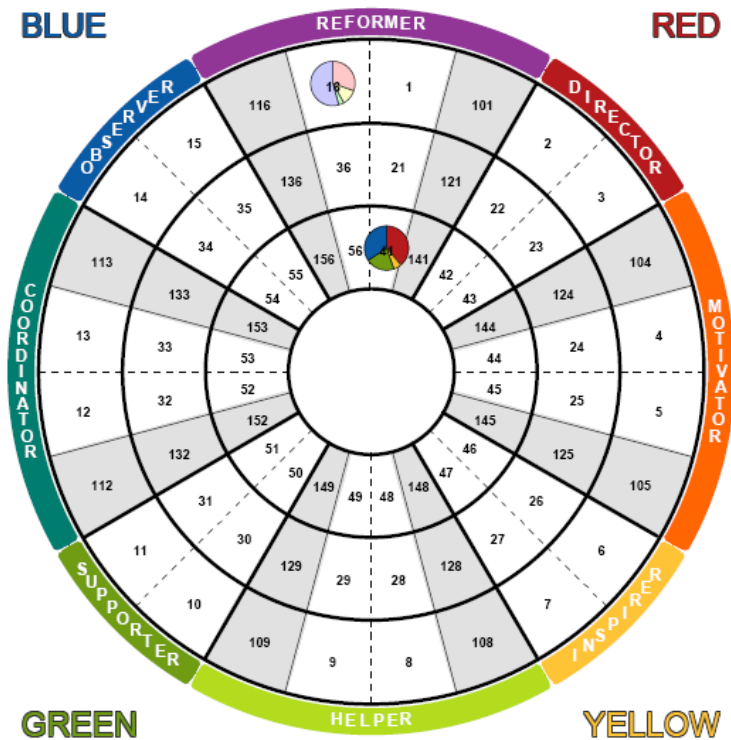
Insights Team Development Workshop

This workshop acts as a catalyst for realising transformation at individual, team and organisational level.

At the heart of this workshop is the Insights Discovery System, a model based on the pioneering personality profiling work of Carl Jung. It uses colour as a common language for self-understanding, effective interaction and organisational growth.

“Extremely useful to see how others see me and to understand the models that fit my workplace behaviour.” Clientmind workshop participant

Insights’ learning and development solutions provide real life benefit to the way our clients operate and communicate – a competitive advantage that is manifest through increased productivity, reduced cost and improved customer services. Workshop participants discover how others really perceive them.





Case Study

"The use of the Insights Discovery System has swept through the organisation because it is fun to learn and easily memorable. This means it gets used. Insights Discovery has been used as the language of change within BT. It has been used to support strategic decisions in areas such as recognition and reward and team building – helping new working groups to start working together better and faster.

We use Insights Discovery extensively for understanding self, understanding others and learning how to adapt and connect more easily with everyone. We use it for team creation and team building, to help managers understand their people more easily and develop rewarding and productive relationships."
Katrina Dunkley, Head of Skills Development, BT Major Business.

Recent Testimonials for the Clientmind Workshop

"Excellent. Very thought-provoking, open and free-thinking. Very constructive."

"I did at first believe I wouldn't learn much – I felt I knew myself and communicate well with others. However I now see that I have learned some interesting new tools I can use day to day."

"Found profile very accurate and useful. Also very helpful in helping me deal with opposite personalities. One of the most interesting training courses I've been on."

"Very enjoyable and practical, thanks."

"Suspensions - about how I come across to others - usefully confirmed and some new perspectives on areas for development gained. A very good course – probably one of the most useful I've been on in recent years. Thank you."

"Great insight into tools to deal with other team members."

"Great to spend time with peers and build relationships, Interesting insights particularly on sales techniques where I thought I pitched tone spot on!"

"A very informative day. Thank you!"

"Not too 'hippy', and a good practical business focus."

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