

# Communication with Insights Discovery as a guide



## TRAINING

**How do you respond to the other person's blue, red, yellow or green style?**

Your colleague connects the laptop to the TV screen, at least ... that's the idea. After some fumbling, it still doesn't work. There are three ways you can react to this. Either you start analysing the situation, or you get nervous, or you sympathise with your colleague and maybe try to help. How would you react?

Well, that depends on your values and psychological preferences. Through which glasses you look at the world. In other words, how your and other people's colour palettes tend to differ from each other. Colour palette? Huh? Indeed, in our training you will learn about the four colours of Carl Gustav Jung's Insights Discovery Model: green, blue, yellow and red. And above all: you will learn to recognise these colours in yourself and others. One colour stands for straight forward, the other for careful probing. Introverted or extroverted. People-oriented or task-oriented. This gives you an insight into everyone's manual, to better assess how to react with whom and in which situation.

## LENGTH

half a day or a full day

## NUMBER OF PARTICIPANTS

between 4 and 12

## LANGUAGE

Dutch, French or English

## LEARNING OBJECTIVES

**In a nutshell: what will you learn during the training?**

The preferences that form the basis on which the Insights Discovery Model is built.

Which traits you most recognise in yourself. And which ones you really don't.

How to recognise someone's preferred colour based on body language and word choice.

How to respond to the dominant colour someone shows using various cases and role plays.

You can opt for a half day or a full day of training. The content remains the same. However, if you opt for the shorter version, the pace will be a bit faster. During the full day, there are more practical cases.

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