

# Overview Resources









### Introducing your Insights **Discovery Profile**

#### WHAT IS IT?

Your Insights Discovery Personal Profile is a report all about you. It's generated when you complete a short online evaluator which measures your unique preferences.

It's different from other tools you may have used, such as MBTI, DISC, Social Styles or the Hermann Brain profile. Insights Discovery measures the intensity of all your answers whereas many other tools only measure your top answer and give a more generalised report.

The Insights Discovery system is much more than a profile however. It extends to teams, sales and leadership and can extend to your personal, professional and community activities.

#### A LANGUAGE FOR UNDERSTANDING SIMILARITY AND DIFFERENCE

It's important to understand yourself and how you are perceived by others. It's also important to understand the ways in which we are all different. A common language can help us have more authentic, and therefore more effective conversations.

Insights Discovery uses four distinct color energies which you can apply in your daily life to help you understand why you behave in the way you do, and why other people might behave differently.

We each have the four color energies within us, but it's the combination of these four energies that creates the unique you.

Look at the colors on the right and the words associated with them.



#### **EXERCISE**

Rank the color energies in order from more to least that best describes who you are

Perhaps now you've read these adjectives you can really identify a mix of two that really resonate with you?



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However it's important to remember that the perceptions we have of ourselves may not be the same as the perception other people have of us.

Do these adjectives also ring true sometimes for you? It's important to understand how we 'show up' to others, and only by honouring our preferences, can we be more effective in teams and organizations and meaningfully adapt and connect with those around us.

### USING THE COLORS AND YOUR PROFILE TO BE MORE EFFECTIVE

Your Insights Discovery Personal Profile measures the intensity of your color energies and gives you useful information in areas like communication style, blind spots and how you best work with others.

#### **OVERVIEW SECTION**

Your Insights Personal Profile begins with an overview section which gives you a general picture of who you are and the way you think. If anything in this section doesn't sound right, then ask others – family, colleagues or friends and see what they say!

#### **FOUNDATION CHAPTER**

This chapter is a component of every Insights Discovery Personal Profile. The Management, Effective Selling, Personal Achievement and Interview Chapters are optional extras.



The bulleted points in each of the sections that follow below contain practical information that you can apply straight away. The intent here is not for you to analyse all the bullets and try and decide what is like you or not like you, but rather to choose the two or three or bullets that best describe you and use those to increase your personal effectiveness.

#### STRENGTHS AND WEAKNESSES

We will your bring strengths and weaknesses to the table. These can be used to create an effective action plan for your personal development.



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#### **VALUE TO THE TEAM**

This section considers the key attributes that you bring to the team or environment in which you operate. Identify the key areas. It may be that you are not currently using some of these key team strengths to their full potential.

#### **EFFECTIVE COMMUNICATION**

This is a powerful section that identifies the key areas that individuals should be aware of when communicating with you. These points should be prioritized and discussed with others.

#### BARRIERS TO EFFECTIVE COMMUNICATION

This is a 'red flag' section – things that others should not do when communicating with you if they want to get the best from the Interaction.

#### **BLIND SPOTS**

Most of your insights discovery profile is based on your 'conscious' position on the insights wheel. This section is on your 'personal'
Or 'less conscious' position. The 'blind spot' section suggests some of the perceptions of others may have of you, some of which You will already be aware of. It is important however to receive feedback on the statements suggested in this area with which you Disagree. Discuss them with someone who knows you.

#### **OPPOSITE TYPE**

This section considers your opposite type on the insights wheel – the person with whom you are most likely to have difficulty with. It suggests some practical strategies for dealing with them.

#### WHEELS/GRAPHS

The insights discovery wheel is towards the end of your profile. It allows you to see where your preferences are in relationship to others.

### GRAPHS PAGE THE CONSCIOUS GRAPH

You'll find a set of graphs following the wheel. The graph on the left (conscious) reflects how you answered the questions on your evaluator. It measures the level of each color energy.

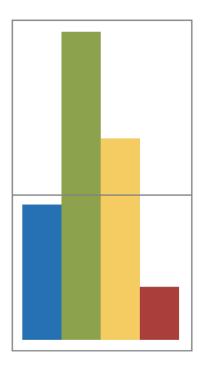
Anything over the mid-line graph (there is a 3 next to it) shows a preference or inclined usage of color energy. You probably would describe yourself as having a preference for this energy and others would recognise those characteristics. Any color energy below this line would indicate reluctant usage of that preference.



For example the graph to the left has green and yellow energy above the line and blue and red below the line. In most situations the blue energy would be easier to use than the red energy as it's much closer to the midline. The farther below the line the color energy is, the harder it is for that person to use it.

#### THE LESS CONSCIOUS GRAPH

In a nutshell, the 'less conscious' graph reflects how you 'react' or how you are utilising the energies without conscious thought. Often this is more obvious under stress and is probably more apparent to others than you.



#### THE PREFERENCE FLOW GRAPH

The preference flow graphs represent how much energy you are using or suppressing depending on your current situation. If the arrows go up you are consciously using more of that color energy in your situation. If it goes down then you are consciously using less.

#### **SUMMARY**

The information in the Insights Discovery Personal Profile can transform individuals, teams and entire organizations. If you would like to learn more about Insights Discovery and what it can do for you please visit www.insights.com and fill out the 'let us help' form.



## DESIGN WHAT'S NEXT









Find out more about how we help forge healthy teams.