

## 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.

### By attending this course you will gain:

- ✓ Awareness of your own personality type and communication style.
- ✓ Knowledge and recognition of your own and others' strengths and weaknesses.
- ✓ 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
- Learning how to connect and build unique relationships
- 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.***