

Insights Discovery

Igniting the corporate spirit to live the vision through individual and team development

What is Insights? “Insights” is a dynamic and powerful personality-based instrument. It gives a rapid and deeper insight into the behaviour of an organisation and individuals within it. It highlights ways of understanding and adapting behaviour for greater communication and identifies any barriers which prevent excellent performance.

Why do this? Successful businesses invest in staff development, specifically proven essential skills like communication, client interactions and teamwork. Such skills can have a massive positive impact on the bottom line. In a recent study by The Development Economics research group it was stated that communication and interpersonal skills account for £88bn economic value per year.

So if you're looking to:

- ❖ Reduce operating costs
- ❖ Gain and retain new business
- ❖ Improve quality
- ❖ Differentiate customer service
- ❖ Build great teams

Insights can help!

What do you get?

- ❖ Enable self-discovery and provide the key to unlocking relationships
- ❖ Help the organisation embed the desired culture and vision
- ❖ Develop leadership, management and sales capability
- ❖ Inspire teams to work together and cross functionally
- ❖ Achieve better productivity through having better performance discussions
- ❖ Enable individuals to recognise their own preferences and how these surface at a behavioural level
- ❖ Teach individuals how to adapt their behaviour for more effective communications with others
- ❖ Gain an insight into the overall effect of preferences on strategy and team capability

What's involved?

1. **Completing an online questionnaire:** Stratagem will send each delegate a link to complete the Insights Discovery questionnaire which takes 10-20 minutes to complete
2. **Analyse:** The data will be analysed and collated and individual reports prepared together with an overview of the team's collective preferences and strengths
3. **Output:** Individuals receive a full and detailed written profile including narrative and graphs which is theirs to keep
4. **Feedback:** Can be delivered through one to one sessions, or through the design and facilitation of a team workshop
5. **Review:** Post workshop, Stratagem will pull together the outputs and organise a follow up meeting

Investment costs Insights profiles range from £125.00 to £150.00 per profile, depending on desired chapters
Workshops are delivered at the rate of £1,250.00 per facilitator per day or £750.00 per half day
Personalised telephone feedback session at £150.00

Excluding VAT and travel

NB. We recognise that each client's needs are different and will of course be delighted to bespoke the workshops around your needs. If you would like to start developing an additional priority area for example; 360 ° feedback using Insights or do a team health check using our team development tool (TDT), we are very happy to do this but please note it will incur additional costs which we will of course discuss with you.