

Recognizing and influencing group behaviour with Insights (NL)

Group Training

Training code	CGAGDBINCD
Spoken Language	Dutch
Language Materials	Dutch
Dayparts	4
Price	€1.500,00 excl. VAT No extra costs.

What is Recognizing and influencing group behaviour with Insights

This training is all about understanding and appreciating the differences in behavior among individuals. You will learn to make your own interactions more effective and positively influence the behavior of others. The training involves practicing different ways of directing your own behavior in response to others, enabling constructive collaboration. We use Insights to better understand your own behavior and that of the people around you. Insights uses colors to indicate different behavioral patterns. You will experience what these colors mean in practice and how you can deal with situations where different behavioral patterns are at play. Before the training, you will fill in the Insights Explore questionnaire to gain insight into your preferred colors.

Who should attend Recognizing and influencing group behaviour with Insights

For every professional who wants to get the best out of themselves and others every day, such as:

- Team Leaders: Learn to understand and influence your team's behavior for effective leadership.
- HR Professionals: Gain insights into employee behavior for better talent management.
- Sales Executives: Understand customer behavior to improve sales strategies.
- Project Managers: Enhance team collaboration and project outcomes by understanding team behavior.
- Customer Service Representatives: Improve customer interactions by understanding and influencing behavior.

Prerequisites



No specific prerequisites are required for this training. It is suitable for anyone interested in understanding and influencing behavior for improved communication and collaboration.

Objectives

At the end of the training, you will be able to:

- Communicate and collaborate more effectively.
- Analyze and name the situation and interaction.
- Understand which behavior is effective in which situation.
- Positively influence your own behavior and that of others.

If a third-party copyright applies to this course, you will find the copyright on <https://academy.capgemini.nl/en/topic/trademarks/>

Capgemini Academy's general terms and conditions are applied to all products and services mentioned within this document. For the latest version please check <https://academy.capgemini.com/>. The rates of products and services mentioned in this document are subject to change. For the most recent rates, please also visit our website.

About Capgemini Academy

Capgemini Academy's professionals offer what people in IT need. Our professionals have a keen eye for motivation, talent and are aware of specific contexts and circumstances. They move people to move. Programmes and courses that originate from daily experience of our both didactical and substantively strong trainers, light a fire within the individual IT professionals. Real life stories of our professionals' experience that tell how to solve problems and work with the people around it, do the rest.

An organization, like ours, helps people and their organizations day by day to get the best out of themselves and each other. We prepare them to defy tomorrow's challenges. We stimulate learning and curiosity. In order for individual IT professionals and their employers, to build better, longer and more intensive relationships. For mutual benefit.

Capgemini Academy. We transform IT professionals
academy.capgemini.nl

IN/3A-018.18