

# Recognizing and influencing group behaviour with Insights

## Group Training

Training code	CGAGDBINCD
Spoken Language	Dutch
Language Materials	Dutch
Dayparts	4
Price	€1.400,00 excl. VAT No extra costs.

## What is Recognizing and influencing group behaviour with Insights

We all know that everyone is different. Differences can strengthen cooperation, but also counteract it. In this training you will learn to recognize and appreciate differences in behaviour. You learn to positively influence the behavior of others and to make your own communication more effective.

You practice different ways of directing your own behavior in response to another, so that you can work together constructively. You learn to make a better connection with the other and also with yourself!

We use Insights to better understand your own behavior and that of others. Everyone has their own perspective. These perspectives color your perception and influence your behaviour.

Insights uses colors to indicate different behavioral patterns. In various exercises you will experience what these colors mean in practice and how you can better deal with different behavioral patterns. We investigate questions such as:

What does it mean when you put in your red energy? How do you see that blue energy is being used? What does someone who uses green or yellow energy want to achieve? What does that mean for my own performance? How can I use this positively or influence it?

Before the training you fill in the Insights Explore questionnaire. The result provides insight into your preferred colours.

## Who should attend Recognizing and influencing group behaviour with Insights

The training is intended for people who want to increase insight into their own behavior and that of others. You want to learn to communicate better and influence the behavior of the other person in such a way that cooperation runs smoothly.



We also offer the 1-day Insights Discovery training. In that training we use the Insights Discovery questionnaire and you will receive a more extensive profile. We go deeper into the model and use it to increase self-insight.

#### Prerequisites

We assume that you have followed the Empathic Listening training.

#### Objectives

After the training you will be able to communicate and collaborate better. You can positively influence your own behavior and that of others. You can analyze and name the situation and interaction, so that you can respond at a different level than the purely substantive level. You understand which behavior is effective in which situation.

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