

## Client Practitioner Pack



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## Welcome!

Thank you for expressing an interest in becoming a client practitioner for the Insights Discovery® suite of tools.

Under Motivational Leadership's distribution licenses you will be able to deal directly with us when purchasing all tools and resources. We are here to support you and resolve any problems or questions you may have.

In addition, we can provide training and coaching services directly within your organisation.

To contact us, please telephone us on 0845 123 3959 and ask to speak to us about becoming a client practitioner. Alternatively, contact your Account Manager directly.

## Information Pack

Within this pack you will find:

1. The Insights Discovery® Accreditation (IDA) Information Pack
2. The Insights Discovery® Price Schedule

We look forward to you joining the Motivational Leadership Team!



## Information Pack

Thank you for expressing an interest in the Insights Discovery Accreditation (IDA).

Please find enclosed some information you may find useful before registering or attending an IDA.

Within the information pack you will find:

1. IDA Objectives
2. IDA Agenda
3. Price and invoicing details
4. List of materials and details of the pre and post work required
5. List of dates and locations
6. Terms and Conditions of the Insights Discovery Accreditation

**Your journey with Insights Discovery starts here!**

### 1. IDA Objectives

As a delegate on the IDA, you will learn how to:

- Effectively interpret the Insights Discovery graphics
- Explain the Insights Discovery learning system: construction and validity
- Coach individuals through their Insights Discovery Profiles
- Competently and confidently facilitate Insights Discovery interventions
- Create learning solutions using Insights Discovery tools and services
- Enjoy a journey of self-understanding and gain a deeper understanding of others



## 2. IDA Agenda

The Insights Discovery Accreditation is a four-day programme set out as follows:

### **Day One: 8.30am - 5.00pm – Experience Insights Discovery**

Trainers role model 'best practice' and facilitate a Personal Effectiveness course. Participants are orientated to the IDA, Insights the organisation and Insight Discovery as a learning system to support learning solutions.

- Insights Discovery Personal Effectiveness Session
- Insights Discovery Accreditation – an introduction
- Insights Discovery – where can it take my organisation?

### **Day Two: 8.30am - 5.00pm – Understanding the Insights Discovery Model**

Develop a thorough and comprehensive understanding of the Insights Discovery learning system and a detailed technical understanding of the Insights Discovery model.

- Construction of the Insights Discovery graphs
- Composition of the Insights Discovery wheel
- The Jungian preferences on the wheel
- Stress

### **Day Three: 8.30am - 5.00pm – Facilitating Insights Discovery**

Explore and experience the magical moments that bring the Insights Discovery learning system to life – from the practitioner's perspective

- Review of day 2 – graphs and wheel quiz
- Statistical validity and reliability
- Coaching with the Discovery graphs and practice profile debrief session
- Focus on facilitation of Insights Discovery and small group presentation preparation
- Small group presentations begin

### **Day Four: 8.30am - 4.00pm – Applying Insights Discovery**

Explore the practical ways in which the Insights discovery learning system can be used for individual, team and organisational development.

- Focus on Facilitation – peer facilitated PE sessions
- Value-based outcomes – a solutions approach
- IDA wrap-up



### 3. Price and Invoicing Details

**The cost to attend IDA is £2710.00 + vat**

You will be invoiced after receipt of your completed registration form. Payment is required prior to attending the Accreditation.

### 4. List of materials and details of the pre and post work required

#### 4.1 Pre and Post work

Before attending the IDA you will be required to complete some pre-work. On registration a pack will be posted to you and will be asked to:

- Read chapter four of 'Jung: A Very Short Introduction' by Anthony Stevens, and capture your thoughts in your Accreditation Journal
- Complete an Insights Discovery Preference Evaluator (by email)
- Have three nominated people complete the Insights Discovery Preference Evaluator on themselves. (by email)
- Complete an Insights Discovery Preference Evaluator (by email)
- Complete an online questionnaire outlining your objectives for attending the IDA

After the Accreditation you will be asked to complete some post work:

- You will be required to complete four online Insights Discovery Explorer and Compass modules:
  - Note - you will receive access to the entire suite of online modules
- Complete a Confirmation of Learning to solidify your learning around the Insights Discovery learning system, including documenting your experience of the online modules (you will have six weeks to complete this).
  - The paper comprises a series of objective (fill-in-the-blanks, matching, multiple choice, etc) and essay based questions.



#### 4.2 IDA Material

- Insights bag
- Insights Discovery Compass Learning Library
  - Foundation Series Learning Guides
  - Foundation Series PowerPoint
  
  - Transforming Series Learning Guides
  - Transforming Series PowerPoint
  
  - Facilitator and Coach Notes
  - Practitioner Guide
- Insights Discovery Card Game
- Psychology of C. G. Jung, by Jolande Jacobi
- Four coloured Insights hats
- Set of Insights juggling balls/thuds
- Insights Building Blocks
- Discovery software for producing your own Discovery Profiles with 100 units (enough to create 10 Discovery Profiles)
- Your Insights Discovery Personal Profile and three 'practice profiles'
- Access to the Insights Community Website and Insights Discovery Compass and Explorer modules at Insights Online (available immediately after completing the Accreditation).



## **5. Dates and Locations**

**12<sup>th</sup> – 15<sup>th</sup> January 2009**

**Marriott Breadsall Priory Hotel & Country Club, Derby**

**16<sup>th</sup> – 19<sup>th</sup> February 2009**

**Marriott Breadsall Priory Hotel & Country Club, Derby**

**16<sup>th</sup> - 19<sup>th</sup> March 2009**

**Marriott Dalmahoy Hotel & Country Club, Edinburgh**

**11<sup>th</sup> – 14<sup>th</sup> May 2009**

**Marriott Breadsall Priory Hotel & Country Club, Derby**

**7<sup>th</sup> – 10<sup>th</sup> September 2009**

**Marriott Dalmahoy Hotel, Edinburgh**

**12<sup>th</sup> – 15<sup>th</sup> October 2009**

**Marriott Breadsall Priory Hotel & Country Club, Derby**

**16<sup>th</sup> – 19<sup>th</sup> November 2009**

**Marriott Breadsall Priory Hotel & Country Club, Derby**

**PLEASE NOTE: A special rate of £100 per night has been agreed with the hotels on a dinner, bed and breakfast basis.**

**Accommodation bookings should be made through Insights, but payment settled directly with the hotel on departure.**



## 6. Conditions of the Insights Discovery Accreditation

During your first discussions with your Insights contact, a document will be shared with you explaining guidelines for appropriate use of Insights Discovery. We will ask you to acknowledge your understanding at the time of registration. We also specify our renewal process in this document; which is a two-year cyclical process designed to ensure you have the most up-to-date information on the developments of the Insights Discovery learning system.

## 7. Statistical Validity and Reliability of the Discovery System

If you are interested in learning more around the statistical validity and reliability of the Discovery system, you may be interested to read a comprehensive paper written by Dr. Benton and his team at the University of Westminster's Business Psychology Centre. The paper can be downloaded from Insights Community Website via the link below: <http://community.insights.com/pida/idastats/Forms/AllItems.aspx>



| Item   | Type          | Price      | Notes  |
|--|---------------|------------|--|
| Insights Discovery Accreditation - Client  | Accreditation | £ 2,710.00 | Notes, 3 Discovery profiles, Discovery User's manual, *Insights Discovery Software (100 units), URL address, Compass Learning Pathway, PowerPoint CD Presentation, 4 Insights hats, set of Insights thuds, core reference materials, marketing tools (sample Profiles, comparison papers) Card Game and certificate. |
| Insights Discovery 250 to 499 Units  | Discovery     | £ 6.00     |  |
| Insights Discovery 500 to 999 Units  | Discovery     | £ 4.75     |  |
| Insights Discovery 1,000 to 4,999 Units  | Discovery     | £ 3.90     |  |
| Insights Discovery 5,000 to 9,999 Units  | Discovery     | £ 3.55     |  |
| Insights Discovery 10,000+ Units   | Discovery     | £ 3.25     |  |
| Insights Discovery Foundation Profile - Unit usage   | Discovery     |            | 10   |
| Insights Discovery Management Chapter - Unit usage   | Discovery     |            | 2  |
| Insights Discovery Effective Selling Chapter - Unit usage  | Discovery     |            | 5  |
| Insights Discovery Personal Achievement Chapter - Unit usage                                     | Discovery     |            | 5  |
| Insights Discovery Interview Chapter - Unit usage  | Discovery     |            | 1  |
| Discovery Full Circle Profile and Accompanying Learning Guide Profile Companion                  | Profiles      | £ 123.75   | 360°   |
| Access to Compass* on-line for 12 months (currently 25 modules)                                  | On-line       | £ 304.00   | * A Discovery Profile must also be purchased if the user does not already have one   |
| Access to Compass* on-line for 12 months per module*   | On-line       | £ 15.50    | * A Discovery Profile must also be purchased if the user does not already have one   |
| Explorer per module  | On-line       | £ 36.00    |  |
| Explorer 100 - 249 Modules   | On-line       | £ 34.20    |  |
| Explorer 250 - 999 Modules   | On-line       | £ 32.40    |  |
| Explorer 1,000 - 1,999 Modules   | On-line       | £ 30.60    |  |
| Explorer 2,000 - 4,999 Modules   | On-line       | £ 28.80    |  |
| Explorer 5,000 + Modules   | On-line       | £ 27.00    |  |
| Learning Guide   | Booklets      | £ 12.75    | Learning Guides can be combined to create workbooks. A book fee will be charged for each workbook produced.  |
| Learning Guide Book Fee  | Booklets      | £ 5.30     |  |
| Insights . A Brief Journey   | Booklets      | £ 27.60    |  |
| Insights Coloured Hat  | Discovery     | £ 4.12     |  |
| Set of 3 Insights Coloured Thuds   | Discovery     | £ 14.62    |  |
| Set of 3 Insights Coloured Thuds (in Presentation Box)   | Discovery     | £ 17.25    |  |
| Insights Coloured Building Blocks  | Discovery     | £ 6.75     |  |
| Insights Card Game   | Discovery     | £ 98.00    |  |
| Insights Mats (these are available as a special order)   | Discovery     |            | Contact Us   |
| Building Successful Sales Relationships Powerful CD programme – Selling with the Insights system | Discovery     | £ 61.80    |  |
| Building Successful Relationships CD   | Discovery     | £ 31.00    |  |
| Complete PowerPoint presentation on CD   | Discovery     | £ 250.00   |  |

