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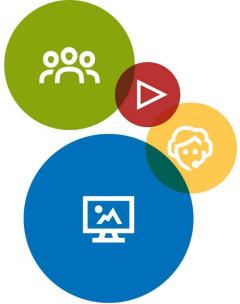
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**Day two**  
Webinar one

Review homework

- Theory review quiz
- Jungian preferences on the wheel



Virtual Accreditation

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<p><b>Day 1</b></p> <p>Insights Discovery theory</p> <p>Just enough to be amazing with the graphs and wheel</p>	<p><b>Day 2</b></p> <p>Preparing to deliver – virtually</p> <p>Unlock the magic in a virtual Insights Discovery introduction</p>	<p><b>Day 3</b></p> <p>Delivering Insights Discovery</p> <p>Delivering the virtual workshop and using the Profile to create breakthrough conversations</p>	<p><b>Day 4</b></p> <p>Applying Insights Discovery</p> <p>What's next? Begin to explore the potential of Insights Discovery in your world</p>
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### A short quiz

If my highest conscious colour is blue, and lowest is green, what will my highest and lowest less conscious colours be?

If my conscious wheel position is 49, what will my less conscious one be?

What is apparent for a creative type when looking at both the conscious and less conscious graphs?

What have positions 22, 23, 26, 27, 30, 31, 34 and 35 got in common that no other position has?

If my conscious scores add up to 13.5, what will my less conscious scores add up to?

If my conscious scores add up to 14, what will my preference flow percentage be?



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### The origins of Insights Discovery



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### Review of Jung's preferences

- There are two attitudes:
  - **Introversi**on: Focused on the internal world
  - **Extraversi**on: Focused on the external world
- There are four functions:
  - Rational/Decision making
    - **Thinking**: Decides with a logical, objective judgement
    - **Feeling**: Decides with a values-based, heartfelt judgement
  - Irrational/Perceiving:
    - **Sensation**: Perceives the concrete reality and experiences
    - **Intuition**: Perceives the possibilities and meanings

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## Jung's eight attitudinal functions

- Each of the four functions can show up in either an Introverted or Extraverted way (the attitude)
  - Introverted Thinking and Extraverted Thinking
  - Introverted Feeling and Extraverted Feeling
  - Introverted Intuition and Extraverted Intuition
  - Introverted Sensation and Extraverted Sensation
- Therefore, there are eight (four functions x two attitudes) attitudinal functions

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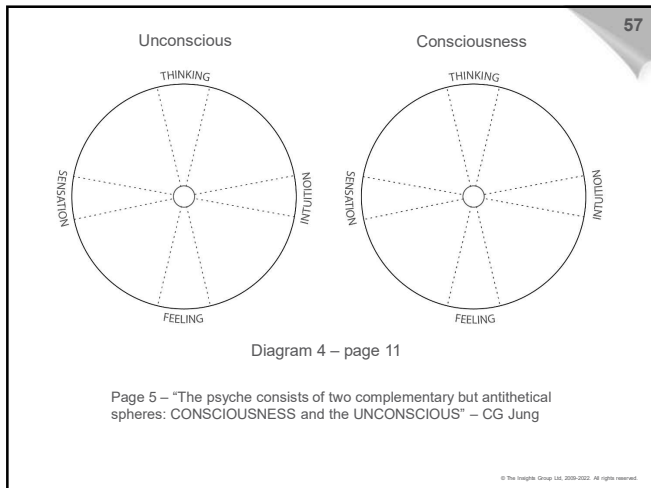
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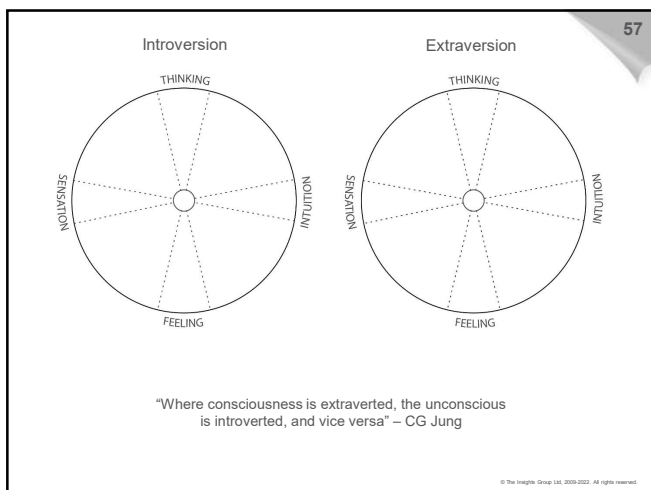
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Two spheres of the psyche

"Where consciousness is extraverted, the unconscious is introverted, and vice versa" – CG Jung

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Two spheres of the psyche

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Two spheres of the psyche

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Two spheres of the psyche

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Two spheres of the psyche

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Two spheres of the psyche

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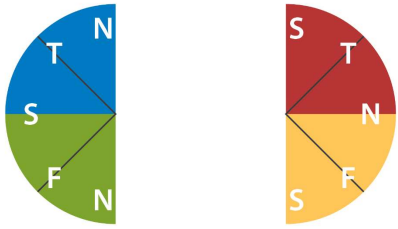
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Two spheres of the psyche

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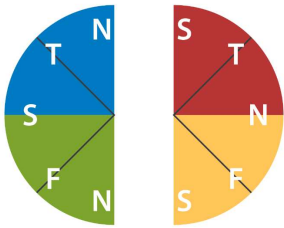
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Two spheres of the psyche

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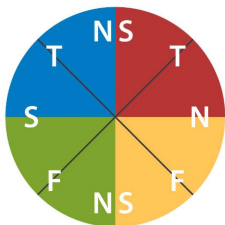
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One wheel of psychological types

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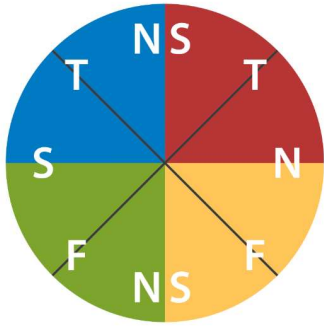
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One wheel of psychological types

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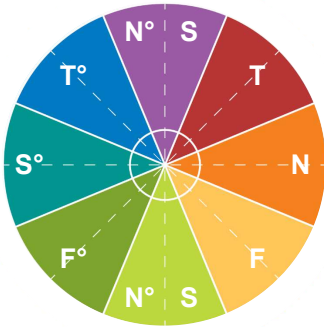
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Insights Discovery wheel – eight types and their dominant function

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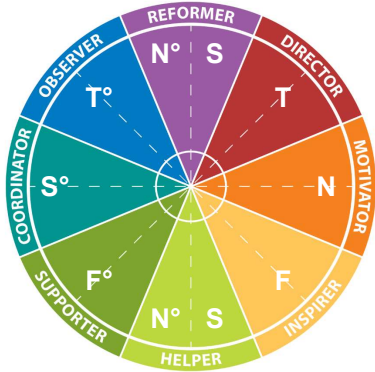
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Insights Discovery wheel – eight types and their dominant function

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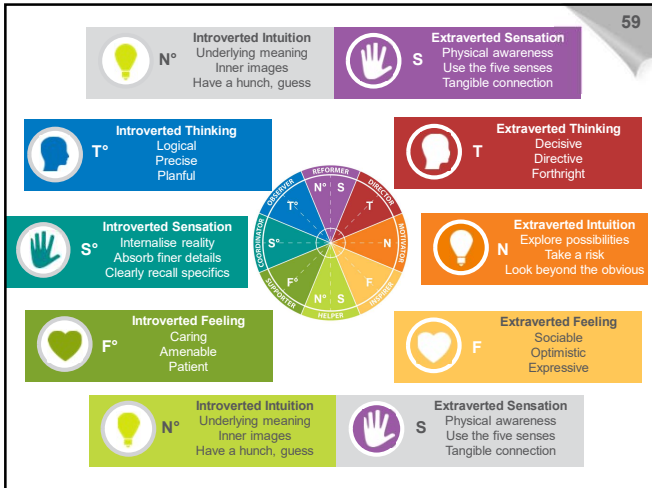
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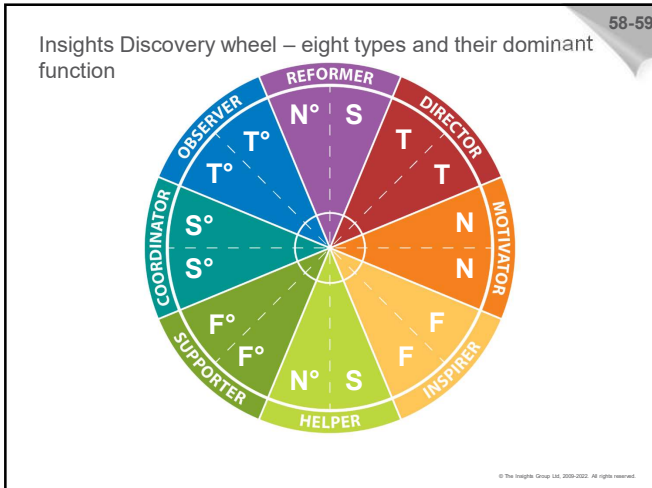
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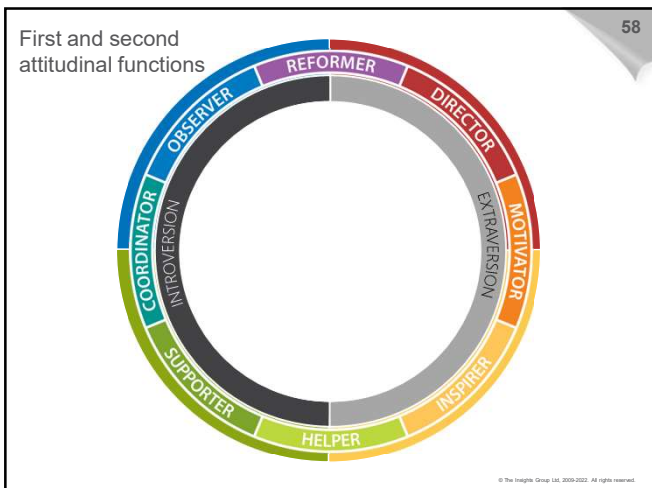
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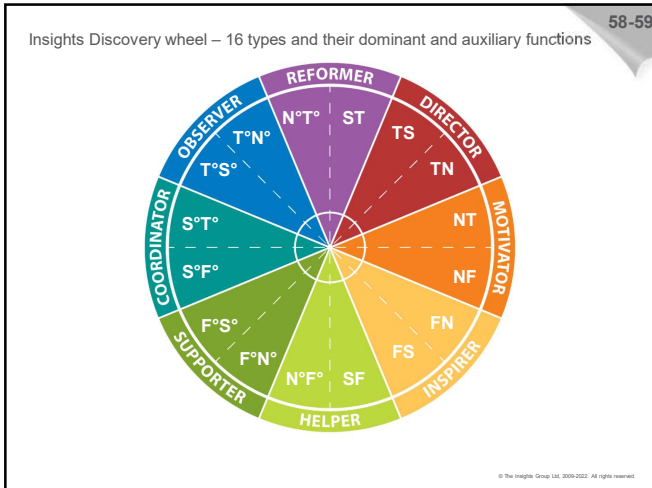
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Insights characters and character statements 60-61

- The Insights characters are 'personalities' which represent the energy that comes from a certain part of the Insights Discovery wheel
- For example, a **'Warrior'** would have **Fiery Red** energy and would be made up of two attitudinal functions:
  - Extraverted-Thinking (ET) – being forthright, action-oriented and controlling
  - Extraverted-Sensation (ES) – hands on, impactful and organised

The statement which embodies this is:

**Warrior (ETS)**  
Is driven to achieve (ET), completing tasks with an organised, hands-on approach (ES).

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60-61

The Insights Discovery wheel is shown with 16 character descriptions surrounding it. Each description is in a box with a colored border matching the wheel segment. The characters and their descriptions are:
 

- Wizard (T°N°)**: Draws on an objective inner wisdom and quiet mystical power to conjure up the solution.
- Judge (T°S°)**: Weighs the facts to seek an objective judgement based on the truth, then considers past decisions and precedent.
- Diplomat (S°T°)**: Cautiously recalls the consequences of previous decisions before considering a prudent judgement.
- Physician (S°F°)**: Drawing on their personal experience and knowledge, they endeavour to be trusted, patient and meet the needs of those in their care.
- Companion (F°S°)**: Values their role as a trusted friend, relying on past experiences to strengthen their bond.
- Lover (F°N°)**: Through an intense inner feeling, trusts that we are all connected by some deeper link.
- Healer (N°F°)**: Instinctively knows the cause behind the pain and is empathetic, caring and compassionate.
- King (SF)**: Brings clarity and order to the environment, which they hope will influence others for the better.
- Inventor (N°T°)**: Dreams up new ways of seeing things with an ingenious logic.
- Challenger (ST)**: Brings new clarity and order to the world by asking pertinent questions.
- Warrior (TS)**: Is driven to achieve, completing tasks with an organised, hands-on approach.
- Rebel (TN)**: Challenges authority by seeking to break free from convention.
- Entrepreneur (NT)**: Sees the potential inherent in all new ideas and wants the opportunity to direct the new venture.
- Pioneer (NF)**: Has passion for creating and doing what has not been done before, enthusiastically engaging others in their ideas.
- Entertainer (FN)**: Is outgoing and fun with the ability to spontaneously improvise.
- Revealer (FS)**: Expresses delight in sharing the experience of the present moment with others.

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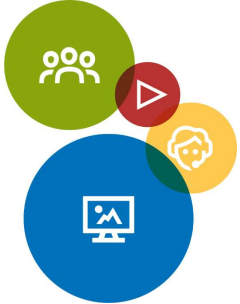
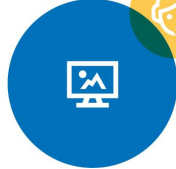
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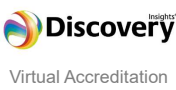
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**Day two**  
Webinar two

Facilitating a best practice virtual workshop

- Agenda
- Perception
- Colour energies



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**Preparing to deliver**

- Practitioner Guide 2
- Virtual Insights Discovery slides and script

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## Today's key resources



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## Learner resources for virtual delivery

Insights Discovery virtual learner's kit:

- Basics of Insights Discovery e-learning module
- Insights Discovery An Introduction workshop journal and foam blocks
- Job aid: Mini Foundation Reference Guide (.pdf)
- Job aid: Insightful Strategies (.pdf)
- Insights blocks images (.pdf)



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## Look out for these!



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## Choose your platform

- We know that organisations may use different virtual workshop platforms
- At Insights we use Zoom, WebEx, Adobe Connect, Skype for Business, and MS Teams
- When delivering a virtual Insights Discovery workshop, we recommend you have a platform that has the following features



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## Core features for virtual delivery

- Audio and webcam
- Chat
- Feedback/raise hand
- Whiteboards and group annotation
- Screen sharing
- Breakout rooms

Some platforms that include these features are:

- Zoom Meeting
- Adobe Connect
- Cisco WebEx
- GoToTraining



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# Virtual Delivery

Client name or session here

Facilitator name and date



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## Facilitator preparation



- Decide objectives/learning outcomes
- Decide whether or not to use e-learning module as pre-work
- Decide which exercises to leave in/take out given objectives and timing
- Prepare card deck – select cards from each colour that present a broad definition
- Decide profile questions for breakout room sharing, and group composition
- Insert team wheel slide if applicable
- If using breakout rooms for adapting to connect, decide on groups
- Identify any post-session assignments or next steps

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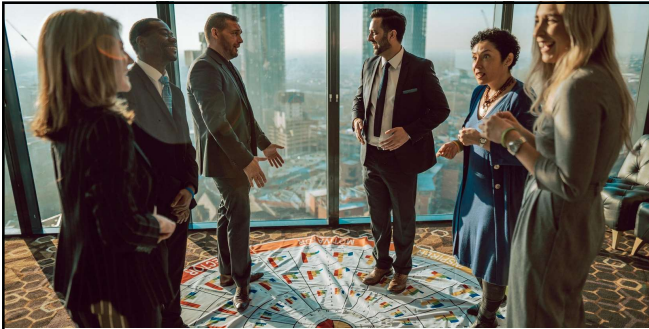
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## Insights Discovery: An Introduction

Beginning the journey ...



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## Your webinar host today

Introduce yourself

- Insert this slide with photo if not using webcam/live camera feed

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## Using (platform name)

Add in information necessary to orient participants to the platform tools you will be using during the session:

- Audio set-up
- Chat
- Status updates
- Whiteboards
- Polls
- Breakout rooms
- etc.

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## Beginning the Journey workshop: Best practice agenda for two-hour virtual

94-95

1. Getting started
2. Perception
3. Colour energies
4. Jungian preferences
5. Introducing the Insights Discovery Personal Profile
6. Recognising type
7. Adapting and connecting
8. Action planning and close



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## Insights Discovery

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- Focuses on improving personal, interpersonal and team effectiveness
- Provides a common language about what drives our behaviour in the workplace
- Grounded in the work of psychologist Dr Carl Jung

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Objectives for today



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100

Today is about connections

Who do you need to connect with more?



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101

Who am I?



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## The steps to personal effectiveness

**Step 1**  
Explore and discover more about yourself

**Step 2**  
Learn how to recognise and appreciate others' differences

**Step 3**  
Learn how to adapt your behaviour to interact more effectively with others

**Step 4**  
Take action and put your learning into practice

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## Perception

You will see the world differently from the way other people see it.

Perceptions can change, with awareness.



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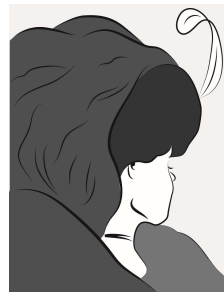
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## Perception

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### Perception scenario

Your group has a new manager and you have joined the first virtual team meeting led by this person. The manager (your boss) greeted everyone else on the call by name, but did not greet you.

What are your immediate thoughts and feelings?

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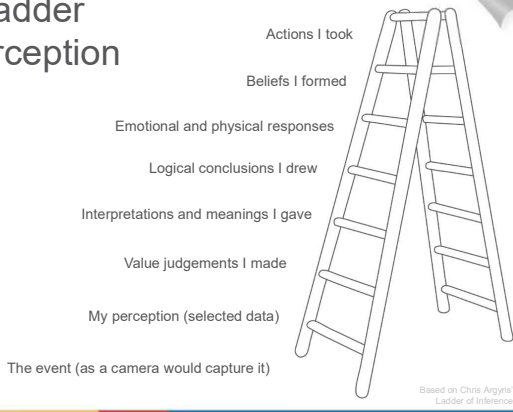
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### The ladder of perception



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### Practitioner tips on perception

#### Do

Focus on the concept of individual perceptions of the world. We each see the world in our own way. Talk about how we CAN change our perceptions.



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### Practitioner tips on perception

#### Don't

- Allow participants to denigrate one view over another – encourage acceptance of all views
- Show more than two or three images. You can lose the key learns and become fixated on solving the 'picture puzzles'



#### Alternatives

- Insights Discovery card activity, Cookie Thief poem or ask the group to share a personal story which highlights a perception or paradigm shift



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### Practitioner practice



In pairs or triads, allocate five minutes each to present to each other on one of the perception elements:

- Old/Young lady
- Ladder of perception



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### The Insights Discovery colour energies



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cheerful reflective concise challenging caring assertive  
 enthusiastic determined firm factual well-argued reliable  
 accommodating objective active steady fun sensitive  
 accurate tactful driving constant structured harmonious  
 strong-willed purposeful convincing cautious calculating amenable  
 persuasive patient influencing diplomatic logical sociable  
 outgoing courageous co-operative forceful conventional optimistic  
 mobile friendly stable consistent decisive correct  
 loyal calm daring analytical engaging exact  
 impulsive realistic

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cheerful reflective concise challenging caring assertive  
 enthusiastic determined firm factual well-argued reliable  
 accommodating objective active steady fun sensitive  
 accurate tactful driving constant structured harmonious  
 strong-willed purposeful convincing cautious calculating amenable  
 persuasive patient influencing diplomatic logical sociable  
 outgoing courageous co-operative forceful conventional optimistic  
 mobile friendly stable consistent decisive correct  
 loyal calm daring analytical engaging exact  
 impulsive realistic

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insights Finger constantly on the pulse.  
 insights Responsible, methodical and works well with facts and figures.  
 insights Makes friends quickly and easily.  
 insights Sensitive to the needs of the group.  
 insights Logical thinker.  
 insights Can gain personal fulfilment through helping others.  
 insights Can generate fast results by prioritising well and taking action.  
 insights Infectious enthusiasm.

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## Your colour energy mix

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	When we are using our Fiery Red energy, we ...		Are active and move in a positive and firm direction
Have a strong determination that influences those we interact with		Are single-minded and determined in our focus on results	
	Approach others in a direct and straightforward manner		Seek an outcome that is specific and tangible

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## Your colour energy mix

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	When we are using our Earth Green energy, we ...		View the world through what we value and what is important to us
Seek harmony and depth in relationships		Defend what we value with quiet determination and persistence	
	Prefer democratic approaches that respect the individual		Ensure all individual perspectives are heard and considered in making choices or decisions

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Your colour energy mix

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	When we are using our Sunshine Yellow energy, we ...		Radiate enthusiasm and encourage participation
Enjoy and seek the company of others		Approach others in a persuasive, engaging and inviting manner	
	Have a desire to be involved		Like to be noticed and appreciated for our contributions

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## Your colour energy mix

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	When we are using our Cool Blue energy, we ...		Desire to know and understand the world around us
Maintain a detached and objective standpoint		Value independence and intellect	
	Think things through before committing to action		Like information to be accurate and complete before proceeding

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## Insights Discovery colour energies

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### Colour energies on a bad day



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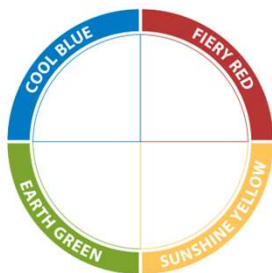
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### Your colour energy mix



We each have all four colour energies within us; it is the combination of the four energies that creates the unique **YOU.**

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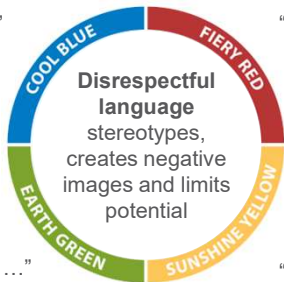
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### Disrespectful use of language



“Blue people ...”

“Reds are so ...”



“Greens always ...”

“I am not yellow”

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## Respectful use of language

“With my dominant Cool Blue energy ...”

“Our preference for using Fiery Red energy ...”

“Thinking about this from an Earth Green energy perspective ...”

“When we draw on our Sunshine Yellow energy ...”

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## Practitioner tips on the colour energies

**Do**

- Give equal air time for all the colour energies
- Have fun
- Be yourself
- Use Insights Discovery language
- Make it come alive with examples
- Use the appropriate supporting materials ... e-learning module, blocks, follow-up reference material

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## Practitioner tips on the colour energies

**Don't**

- Don't show bias – positive or negative
- Don't impose your own views
- Don't emphasise your colour energy over others
- Don't let people get away with 'colour labelling'
- Don't oversimplify the model by stopping the learning at their dominant energy
- Don't trivialise – use both 'simplicity and depth'
- Don't skip the exercise because you're short on time

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**Practitioner presence**

In pairs or triads, allocate five minutes each to present the colour energies to each other.

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IDA\_PPT\_TV\_V2\_wGB\_ID Accreditation PPT (2 of 4)

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**Day two**  
**Webinar three**

Facilitating a best practice virtual workshop

- Preferences
- Introduction to the profile
- Graphs and wheel

**Discovery** Virtual Accreditation

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### The Jungian preferences



“Every advance, every conceptual achievement of mankind has been connected with an advance in self awareness.”  
– Dr Carl G Jung

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### Your 'attitude'

Introversion                      Extraversion

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### Your decision making 'functions'

Thinking                      Feeling

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Jungian preferences and the colour energies

Thinking

Introversion

Extraversion

Feeling

COOL BLUE

FIERY RED

EARTH GREEN

SUNSHINE YELLOW

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Jungian preferences and the colour energies

Introversion

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Jungian preferences and the colour energies

Extraversion

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### Jungian preferences and the colour energies



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### Jungian preferences and the colour energies



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### Jungian preferences and the colour energies

<p><b>Cool Blue</b> The combination of the <b>Introverted</b> and <b>Thinking</b> preferences: Task-focused Calm under pressure Thoughtful Objective</p>	<p><b>Fiery Red</b> The combination of the <b>Extraverted</b> and <b>Thinking</b> preferences: Enjoying high activity Working with others Being logical Focusing on the facts</p>
<p><b>Earth Green</b> The combination of the <b>Introverted</b> and <b>Feeling</b> preferences: Depth in relationships Reflection Harmony Consensus</p>	<p><b>Sunshine Yellow</b> The combination of the <b>Extraverted</b> and <b>Feeling</b> preferences: Sociability Consideration for others Being action-orientated Entertaining</p>

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When you see the next slide, write down what is there for you.

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121

What was there for you?

Sensation (S)	Intuition (N)
• Horse	• Friendship
• Sun	• Open space
• Grass	• Freedom
• Orange	• Companionship

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## Your perceiving 'functions'

**Sensation**

**Intuition**



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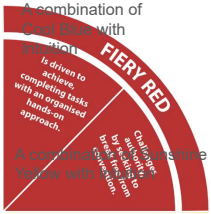
122

A combination of Fiery Red with Sensation

A combination of Earth Green with Sensation

A combination of Cool Blue with Sensation

A combination of Sunshine Yellow with Sensation



A combination of Cool Blue with Intuition

A combination of Earth Green with Intuition

A combination of Sunshine Yellow with Intuition

## Sensation and Intuition in every colour energy

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## Summary of Jung's psychological preferences

**How we are oriented to the environment (to the object)**


**Introversion** – Internally, through observation and reflection

**Extraversion** – Externally through engagement, involvement and taking action

**How we make decisions**

**Thinking** – With our 'head' using analysis and a logical rationale

**Feeling** – With our 'heart' deciding on what something is worth, using our personal values



**How we take in and process information**

**Sensation** – In a concrete, realistic and tangible way, grounded in the present

**Intuition** – Finding meaning through interpretation and future possibilities

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# Sensation and Intuition

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## Practitioner tips on preferences



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**Key learns**

- Introduce the section by connecting to the previous topics. Use Jung's work as another way to explain the colour energies, and the experience of perception

**Do**

- Make sure participants experience their dominant preferences in a tangible way. The stepping exercise is very powerful for this. Remember to answer the 'so what?'

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## Practitioner tips on preferences

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**Don't**

- Don't expect all participants to understand the concepts on the first try (allow them time to reflect and ask questions)
- Don't overwhelm them with your new-found knowledge; keep the session meaningful to them and their world

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## Practitioner practice



In pairs or triads, allocate five minutes each to present to each other on one of the pairs of preferences:

- Introversion – Extraversion
- Thinking – Feeling
- Sensation – Intuition



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## The Insights Discovery Personal Profile

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## Face validity

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### Review the overview (pages 6-8)

- Put stars \*\* next to any statements you believe are particularly accurate
- Put a question mark ? beside those statements you believe do not describe you. Rather than stick on a specific word, consider the whole or half sentence
- Remember to seek feedback from someone you trust on any statements in your profile which you are not certain describe you

Count the sentences that did not describe you (?) and multiply by 2. Subtract that number from 100.

1.5 sentences x 2% = 3%  
 100% - 3% = 97% accuracy

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### Capture it, and bottle it up!



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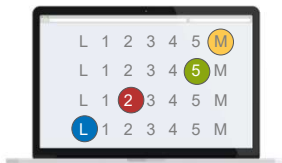
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### Evaluator frames

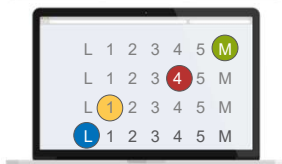
#### Frame 1

- Amicable and quick
- Reliable and restrained
- Forceful and goal-oriented
- Methodical and logical



#### Frame 2

- Calm and even-tempered
- Determined and dominant
- Buoyant and light-hearted
- Exact and precise



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### Colour energy graphs – dynamics

**The direct responses to the evaluator.**

Your intentional self. Combines:

- who you are
- who you want to be and
- who you believe you're expected to be.

How you **'ACT'**

Energy	Value	Percentage
Blue	1.37	28%
Green	1.80	17%
Yellow	5.52	92%
Red	4.50	75%

**The indirect responses to the evaluator.**

Less aware of these energies. Suggests your more instinctive behaviour.

Highlights possible blind spots.

How you might **'REACT'**.

Preference Flow: Highlights which colour energies you might be putting a conscious effort into adjusting, to meet the needs of your environment

The portrait picture of you

The candid photograph

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### Breakout room activity: profile sharing

You will be placed in small groups in breakout rooms for 10 minutes.

Each person is requested to share, as you are comfortable:

- Which statements from your profile overview section do you believe are most pertinent or relevant for you and why?
- What is an example of one strength and one potential weakness from your profile showing up in your work?

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### The Insights Discovery 72-type wheel

Wheel position determined by:

- Order of colour energies
- Number of colour energies above the mid-line



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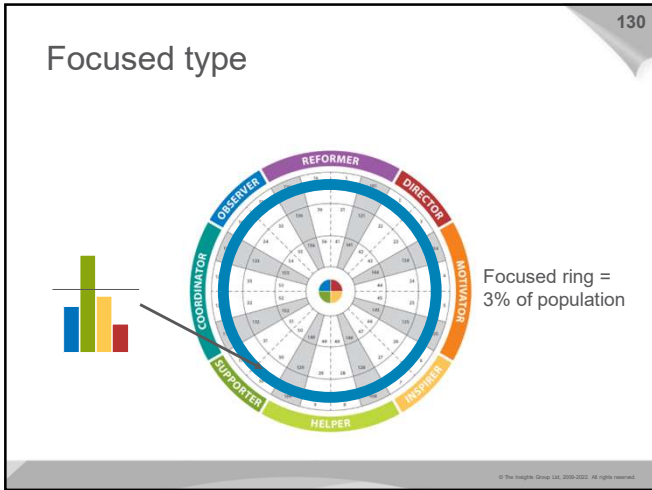
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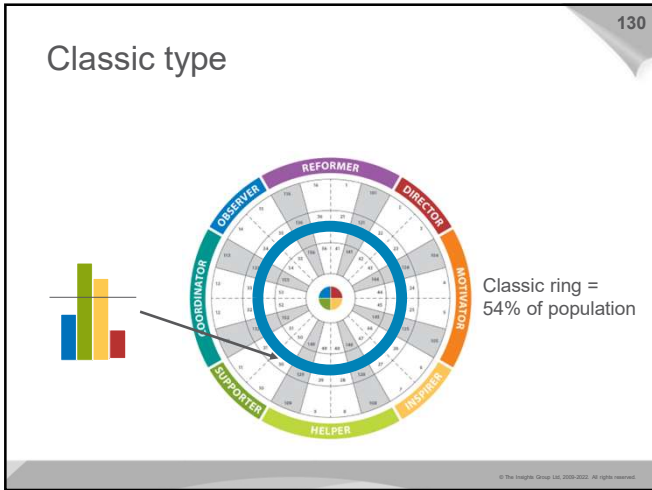
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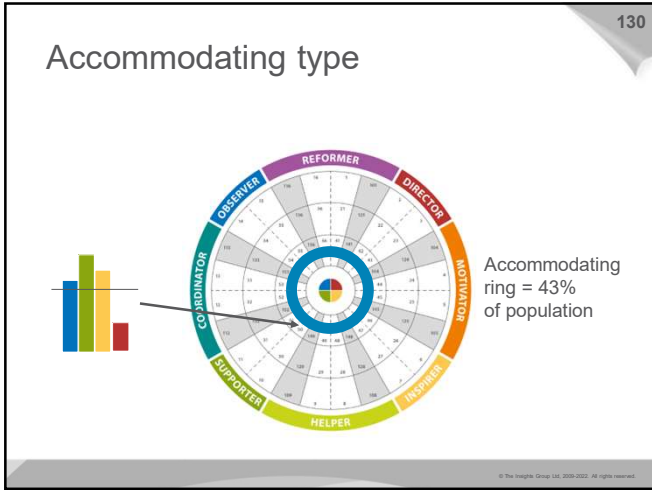
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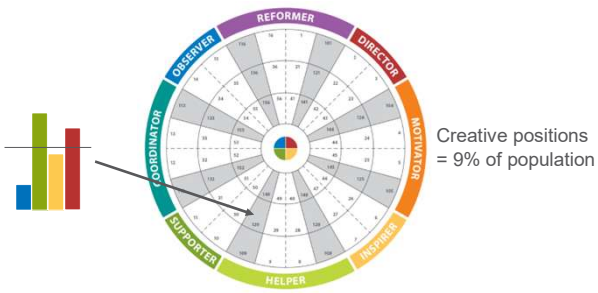
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### Creative types pull on two opposing energies




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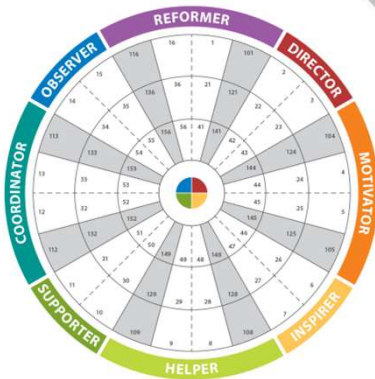
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### Plot your own position on the wheel




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Working with your  
Insights Discovery  
Personal Profile

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### Practitioner tips on introducing the Insights Discovery Personal Profile

#### Do

- Make sure participants have time to explore their profile, and think about how they could use this information at work or in life
- Keep the graphs and wheel explanation simple, explain only what they need to know to use the information in the profile
- Encourage participants to capture some key points on their graphs page to recall what each graph represents




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### Practitioner tips on introducing the Insights Discovery Personal Profile

#### Don't

- Overwhelm them with too much detail or theory
- Forget they are 'beginning the journey', not attending an IDA!
- Forget to use the text available to you in the profile, expand beyond the overview and graphs/wheel page




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### Practitioner practice



In your pairs or triads, allocate five minutes each to present the graphs or wheel to each other.




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**Day two**  
Webinar four

Facilitating a best practice virtual workshop

- Recognising type
- Adapting and connecting
- Preparing for teach-backs



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## Recognising types



Every time you meet someone, you have the opportunity to practise your skill of recognising and adapting to their colour energies.

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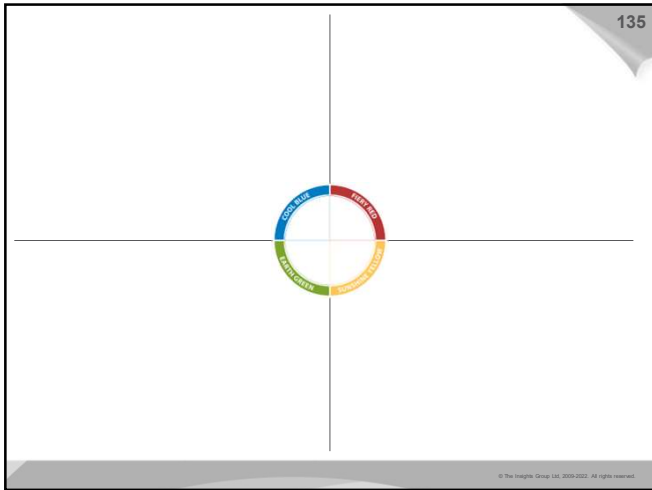
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### Recognising types

**Step one:**

- Do they 'speak to think' (**Fiery Red/Sunshine Yellow**) or 'think to speak' (**Cool Blue/Earth Green**)?

**Step two:**

- Are they more formal (**Cool Blue/Fiery Red**) or more relaxed/informal (**Earth Green/Sunshine Yellow**)?

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### Watch my back: faculty edition

- Now is your chance to let your faculty know what clues you have noticed so far that might indicate where we are on the Insights Discovery wheel
- Consider what observable clues you've noticed and place your initials on our digital worksheet

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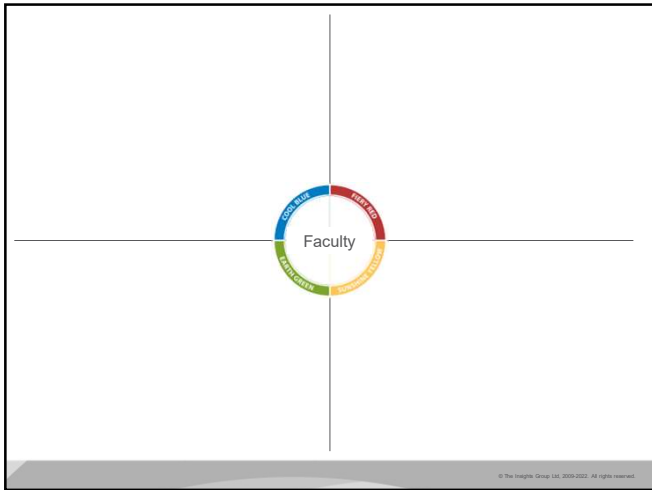
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## Be the detective ...

### *Email communications*

What clues might indicate the sender's style?

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To: \_\_\_\_\_

Subject: **TRIP!!!**

**GANG!**

We did it! I was picked to represent our team for the Japan Manufacturing Excellence Exchange Programme. Wish you could all go with me; we'd have a great time!

I'll be leaving at the end of March and will be gone for two weeks.

Wish me luck!

**Preference for Sunshine Yellow energy**

P.S. If you want me to ask them anything while I am there, send me the stuff before I go.

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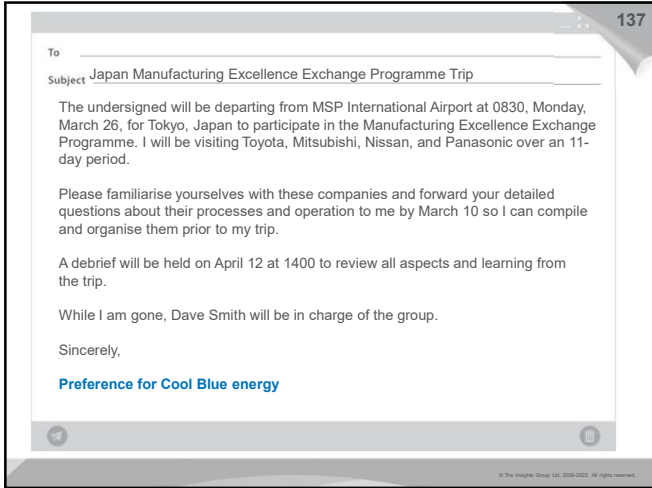
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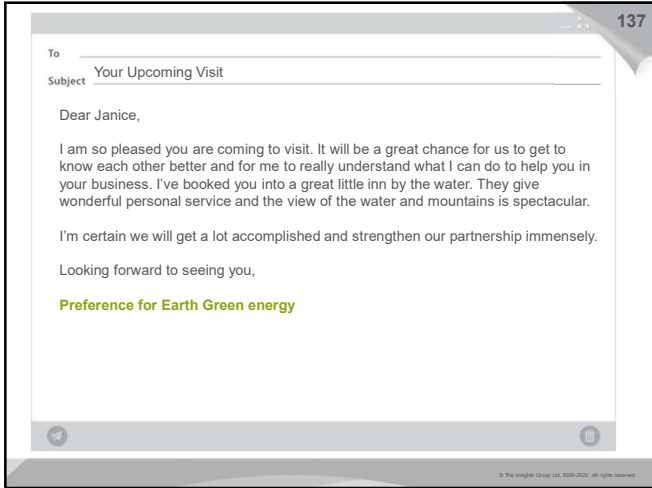
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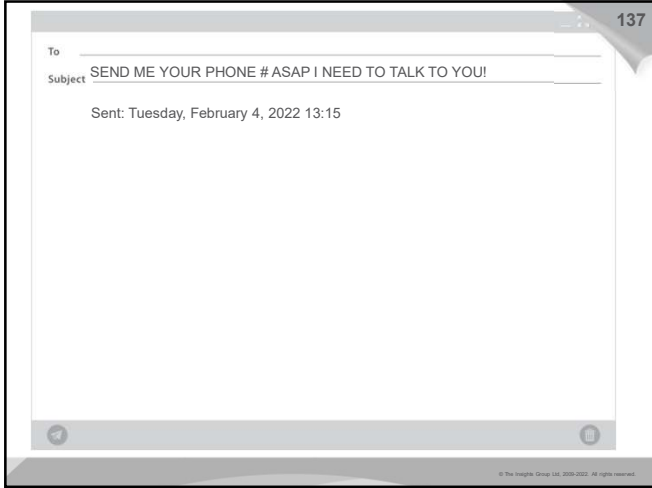
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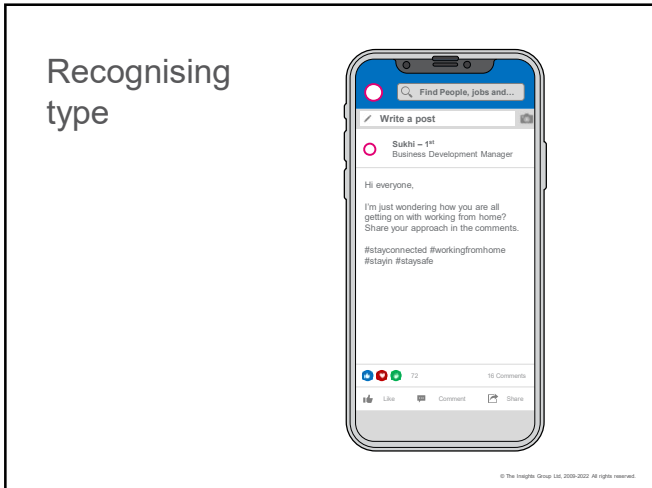
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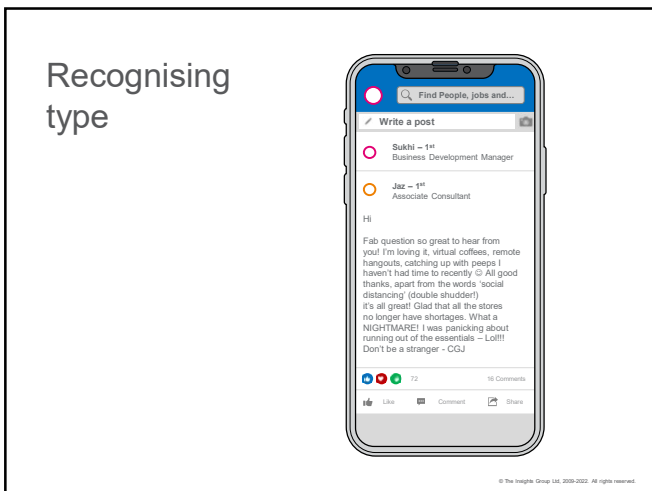
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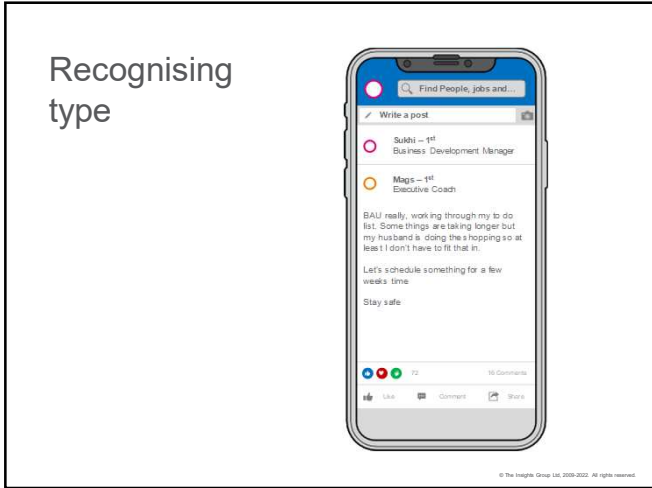
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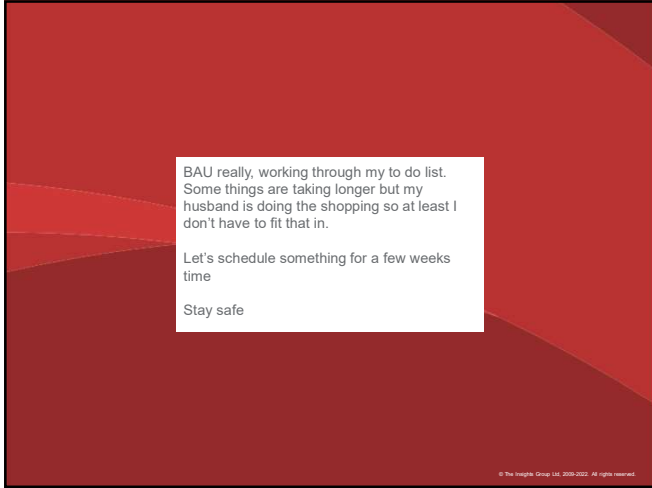
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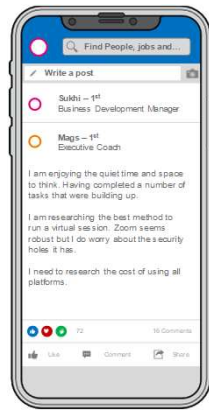
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# Recognising type



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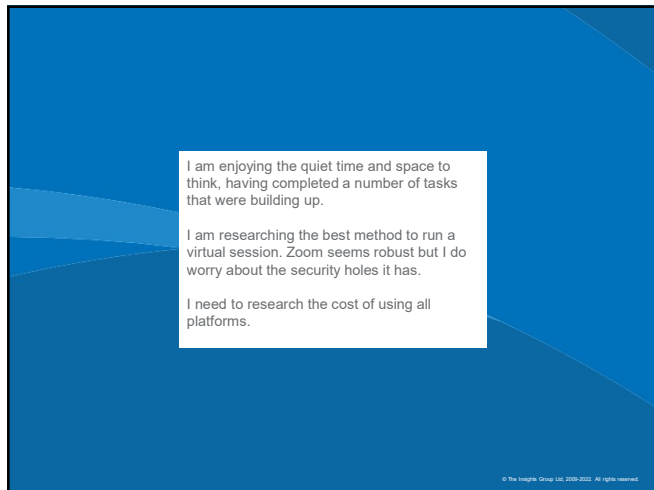
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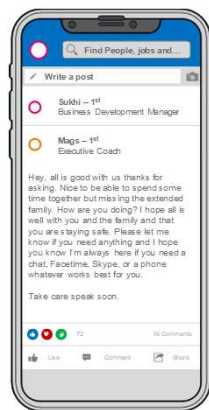
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# Recognising type



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Hey, all is good with us thanks for asking. Nice to be able to spend some time together but missing the extended family. How are you doing? I hope all is well with you and the family and that you are staying safe. Please let me know if you need anything and I hope you know I'm always here if you need a chat, Facetime, Skype, or a phone whatever works best for you.

Take care speak soon.

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### Practitioner tips for recognising type

Do

- Encourage participants to try to recognise type; the effort is probably more important than 'being right' about another's preferences
- Remind the participants we all have access to all four colours, so it may not always be clear; pay attention to a series of clues (not just one)
- Emphasise the need to remove one's own filters (projections) to effectively recognise type
- Get them to practise



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### Practitioner tips for recognising type

Don't

- Don't allow participants to label people as 'red' or 'blue'; encourage respectful language
- Don't allow any stereotyping
- Don't allow people to use their colour energy preferences as an excuse for bad behaviour



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## Practitioner practice



In your group, discuss how you would reframe stereotypes about the colour energies that may emerge from this exercise.

Sample stereotypes:

- **Fiery Red** is good at leadership
- **Cool Blue** is intellectual
- **Sunshine Yellow** is the best presenter
- **Earth Green** is nice



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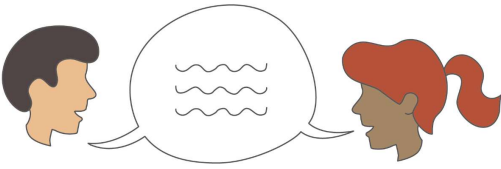
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## Adapting and connecting

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## Adapting and connecting

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<p><b>Cool Blue</b> Be well prepared and thorough</p> <p>Do not be flippant on important issues</p> <p>Do not push for quick decisions</p> <p>Be patient and supportive</p> <p><b>Earth Green</b></p>	<p><b>Fiery Red</b> Be direct and to the point</p> <p>Do not hesitate or waffle</p> <p>Do not impose a routine</p> <p>Be friendly and sociable</p> <p><b>Sunshine Yellow</b></p>
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## Match my style



You will be matched with a partner who leads with a different colour energy.

Use your partner's preferred energy(ies) to discuss the scenario on the next slide.

- After the conversation, provide feedback on whether the adaptation was effective, or what could have made it more effective
- Compare/contrast to your usual approach



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## Match my style



**Scenario one:** Let them know about a schedule change (change to a deadline) that impacts their work.

Change roles.

**Scenario two:** Provide feedback about a recent presentation you saw them give.



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## Personal development

We are what we repeatedly do.

Excellence then is not an act but a habit.



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## Practitioner tips for adapting and connecting

Do

- Make it practical by having them commit to action on at least one thing
- Let participants know this is an easy concept to understand, and, like any skill, takes a lot of practice to do well
- Remind participants that one of the most important factors in connecting to someone else is the true desire to do so
- Emphasise the importance of being authentic in interactions – adapting and connecting is not about being something you are not

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## Practitioner tips for adapting and connecting

Don't

- Don't dwell solely on the four colours, consider the eight types as a next level
- Don't think just one session will change behaviour, this skill requires commitment and follow-up

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## Practitioner practice



In your pairs or triads allocate five minutes each to introduce adapting and connecting, showing the importance of it within your organisation.



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## Your journey continues ...

How will I adapt my behaviour?

What is my key action?

What did I discover about myself?

What do I appreciate about the styles of others?



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## Learner resources for virtual delivery

Insights Discovery: Beginning the Journey workshop journal

Discovery Insightful Strategies job aid

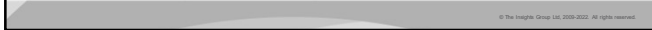
- Supports you to remember characteristics, communication tips and preferences of each of the colour energies

Mini Reference Guide

- Keep it handy as a reminder of key topics from today and for tips to adapt to connect

Colour block image

- Add to your email signature to share your preferences digitally



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## Practitioner tips for action planning


**Do**

- Ensure participants walk away with at least one meaningful action they can personally commit to
- Encourage sharing of these actions, if the group is willing

**Don't**

- Skip this step for sake of time; an action may be a commitment to read their profile and a section of the workshop journal once a week for a month



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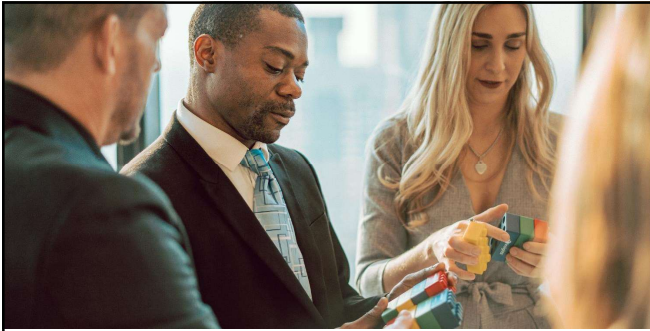
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## Teach-back set-up



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## Teach-back set-up



- Using the provided virtual slide deck and facilitator notes, and Practitioner Guide 2, prepare to facilitate a section of your allocated topic
- Each teach-back may be up to 10 minutes
- The purpose of the teach-backs is for you to 'walk the talk', receive feedback, and gain wisdom and guidance

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## Teach-back sessions

- Perception:  
\_\_\_\_\_
- Colour energies:  
\_\_\_\_\_
- Preferences:  
\_\_\_\_\_
- Insights Discovery graphs and wheel:  
\_\_\_\_\_
- Recognising type  
\_\_\_\_\_
- Adapting and connecting:  
\_\_\_\_\_

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Prepare well  
and release  
your superhero



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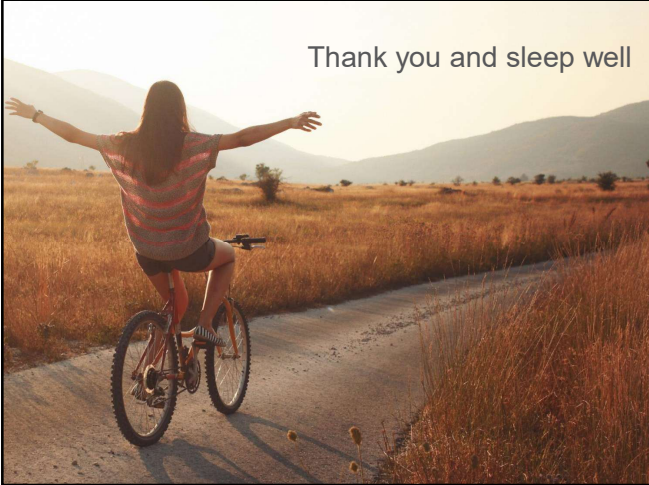
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Thank you and sleep well



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**#InsightsIDA**  
**#InsightsMagic**

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