Emotional Intelligence
AN EXECUTIVE EDUCATION
INSIGHTS DISCOVERY® WORKSHOP

There are fewer business disciplines as critical as communication. And fewer still that are as difficult to learn. This is largely because good communication requires skills that are unusually difficult to teach: contradiction, flexibility, tolerance for ambiguity, and empathy to name a few.

Empathy is actually the doorway to effective communication. It all starts with understanding the unique ways you and your individual team members interact with the world. We all have biases and lenses through which we make decisions and engage with those around us, and getting to a place where we empathize with this is the portal to effectively connecting.

The Insights Discovery System is a comprehensive next generation psychometric tool based on the psychology of Carl Jung that is built to help people understand themselves, understand others, and make the most of the relationships that affect them in the workplace. Over six million people have had an Insights Discovery experience so far and it is by using a simple and memorable four-color model that people learn and understand their style, their strengths and the value they bring to the team. The 20+ page Insights Personal Profile is generated from a web-based evaluator that takes only 20-30 minutes to complete.
FACULTY

Amanda Cahal
Amanda Cahal is an adjunct faculty member as well as the Director of Global Programs for the Executive and Professional MBA Programs. She is the primary ‘lead’ for the EMBA international trip and co-teaches the Global Business course. Cahal also teaches in a variety of corporate programs, focusing on intercultural competence, global business, and emotional intelligence. She is certified in the Insights Discovery System, the Intercultural Development Inventory and Thunderbird’s Global Mindset. Corporate clients have included Newmont Mining, Anadarko, CenturyLink, Crocs and Level 3. Prior to joining Daniels, Cahal worked in international development for The Carter Center, observing elections in Mozambique and Zimbabwe. Her work in development as well as education has taken her to Africa, Asia, the Middle East, Eastern Europe and Latin America. She has her Master’s Degree from the London School of Economics and Political Science and also studied at Keble College, The University of Oxford.

INSIGHTS DISCOVERY® PROFILE

The profile is divided into sections and includes:

- Personal Style Overview
- Strengths and Possible Weaknesses
- Value to the Team
- Communication Style
- Possible Blind Spots
- Opposite Type
- Suggestions for Development
- How to Manage and Motivate
- Management Style

There are many benefits that hundreds organizations have achieved using the Insights Discovery System including:

- More skillful and productive interactions
- Ability to understand and value differences in others
- Improved commitment and motivation of employees
- Increased team effectiveness
- Development of key leadership competencies

For program date, fees, and to register:  

Still not sure? See what students are saying:

“Our group felt all of the results were spot on. It’s been very helpful with learning how to best communicate with each other and how to approach conversations with different team members.”

“Accuracy of analytics was excellent, content was as expected, logistics well done.”

“The reports from the assessment we took were scary accurate, literally blew my mind.”

“I really enjoyed the class especially the interaction with the different color groups. It gave a lot of insight as to how we are all different & similar.”