

The Foundations of Insight Workshop: Developing Your Capacity for Insight



Everyone can increase both the frequency and depth of insights, and the presence of wisdom and good judgment. Please join us to experience this for yourself. It will change the way you see yourself and your world — and your ability to achieve results.

We have all had the experience of insight many times in our lives. Suddenly, and usually when we are not consciously thinking about it, the answer to a problem we've been stewing on pops into our head — an “aha!” The fog lifts. Confusion dissolves, and the solution is often so obvious and easy we can't imagine how we missed it. Sometimes the insight hits us in the shower; at other times, while jogging, daydreaming, sleeping, or talking with someone about unrelated things.

Everyone is born with the intrinsic capacity for insight, but we are largely unmindful of it and therefore look to it infrequently. In problem solving, our minds are typically under pressure and occupied with other things, such as obtaining information, retaining it in memory, and exclusively applying rigorous logic and analysis. By contrast, the “insight state of mind” is relaxed and does not fixate or “press in” on the problem at all.

During the past 10 years we have developed our Insight Thinking Methods for accessing this insight state of mind, and taught them extensively to a wide cross-section of well-educated professionals, including officers of large corporations, consultants, and physicians. We have witnessed that this state of mind can be made much more commonplace and habitual. When in it, people have fresh thoughts, wisdom, balance, and perspective. Though still serendipitous, insights occur with great regularity, as do new paths of thought and new solutions — solutions that are permanent and easy to implement.

The Workshop

In *Foundations of Insight* you will learn the principles that govern thought, and how to work with them to access insights and your best thinking. You will connect with an inner source of wisdom and good judgment to such a degree that it becomes permanently and habitually available.

By workshop's end:

- you will have had fresh thinking and insights into problems you are facing, and possibly brought to them newfound acuity;
- you will experience elevated mood, confidence, and sense of well-being;
- you will be able to access an insight state of mind, and will begin to return to this state of mind with increasing frequency and without conscious attention; and
- you will deepen how you listen and what you listen for, and begin to precipitate more insights in others.

Upon your return to “real life”:

- you will uncover novel solutions without working harder; complex problems and situations will, routinely, become easy to resolve;

In sight n

Penetrating mental vision or discernment;

Immediate and clear understanding

(as seeing the solution to a problem or the means to reaching a goal)

that takes place without recourse to overt trial-and-error behavior

Merriam-Webster's Medical Dictionary



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- you will notice an increase in comprehension when listening, especially in meetings, and will hear what, in the past, you likely missed. People around you will seem more intelligent, insightful, and capable of original thought;
- unwanted or adverse situations will become less bothersome; frustration and distraction will decrease; and
- you will find it easier to inspire and engage others, and to implement more reliably.

Format

The workshop will include a number of lecture-discussions, individual and small-group exercises, and periods of solo reflection. You'll need to bring to the workshop two or three significant issues on which to focus your attention and learning. (Insight development is a little bit like fishing — to catch the fish you have to bait the hook.) There is no preferred category or type of problem; the best are those you've been unable to solve to your satisfaction, or that have recently occupied your mind. They should be issues that you can share with another person or in a small group without concern for confidentiality.

Plan to have all of your time devoted to the seminar. There will be long lunch breaks for catching up with voice- and email and, if necessary, to attend to any emergent work situations. Bring clothes appropriate for walks outdoors. Beyond this, no specific preparation is required.

Please remember that although insights can be “ordered up,” this does not happen according to a predetermined time schedule. Instead, insights most frequently occur when you're not thinking about the issue that is the subject of the insight, such as while driving or during informal “hallway” conversations. Your best insights from the workshop may occur overnight between the sessions, upon waking the next morning, or sometime soon after the workshop is over.

Logistics

Workshops are typically held in the Boston area or onsite for specific clients. Please call us to discuss what is best for you and your organization.

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