

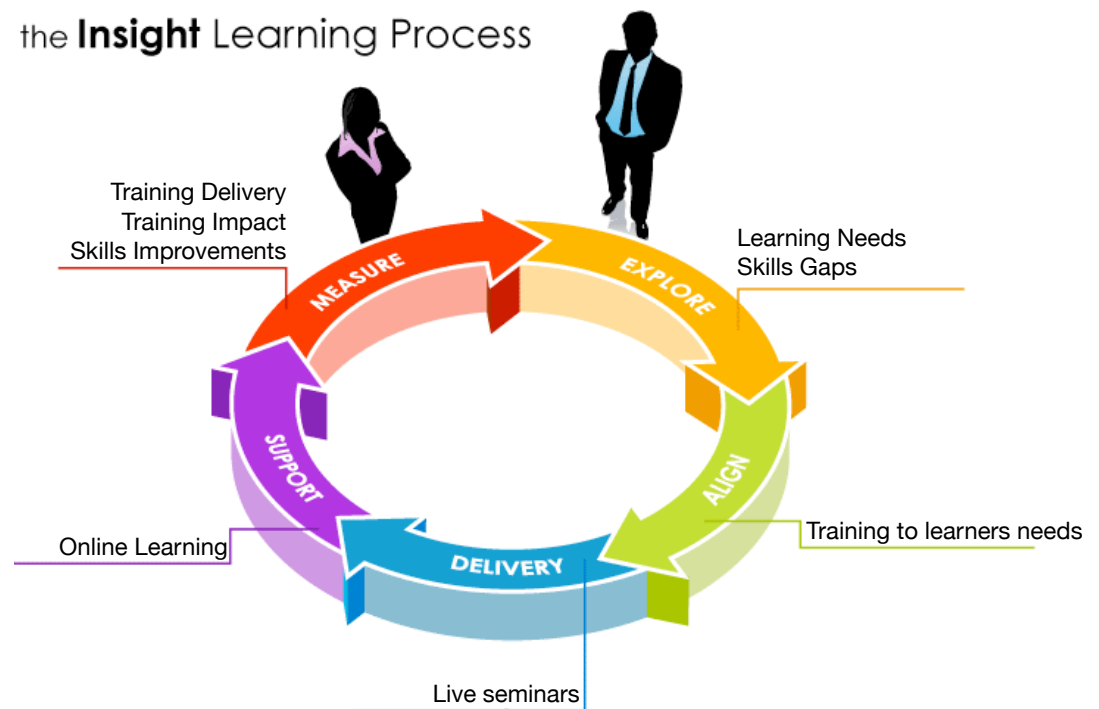


Working in teams and fostering an environment which encourages teamwork requires every individual to understand and value collaboration. Teamwork directs individual contribution and accomplishments towards organizational goals and enables ordinary people to achieve extraordinary results. Every achievement in a successful organization is based on teamwork.

Young Chinese professionals and even some more experienced managers have limited experience of the power of teamwork in organizations. Insight's Teamwork programs demonstrate how organizations can harness teamwork to foster more creative, efficient and successful working environments. Insight's teamwork programs cover every aspect of teamwork, from the basics of being a good team member to the challenges of solving conflict.

Insight's Teamwork programs are based on the Insight 360 learning framework, emphasizing the needs and expectations of all relevant stakeholders in the team building process. With real life lessons from the world's most successful business people, Insight's Teamwork programs emphasize the direct application of teamwork skills to your organization. Every teamwork program consists of a one or two day seminar combined with access to Insight's award winning online learning platform. Multiple programs can be combined to create an integrated teamwork skills curriculum tailored to the needs of your people.

the **Insight** Learning Process



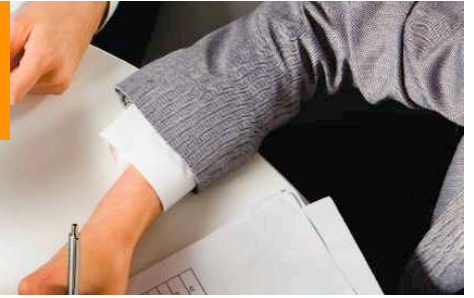
广州市林河街33号中怡城市花园C座3303 # 510630

T +86 20 3828 8053

F +86 20 8526 4695

www.insightlearning.com.cn

Every client engagement follows Insight's 5 step learning process. From the moment of first contact to the end of the engagement we work to understand the needs of your organization and the needs of your employees.



FEATURES

- ⦿ Multimedia Content
- ⦿ Skilled Facilitator
- ⦿ Online learning platform
- ⦿ SoftSkill Tracker©

TARGET AUDIENCE

- ⦿ Young Managers
- ⦿ Junior Executives
- ⦿ New Hires
- ⦿ All industry sectors

DELIVERY LANGUAGE

- ⦿ Chinese
- ⦿ Advanced English
- ⦿ Intermediate English

Fundamentals of Teamwork (2 Days + Online Learning)

Insight's core teamwork program teaches a highly practical approach to working in and building effective teams. An experienced, dynamic Insight facilitator leads small group discussions and activities to explore the issues and challenges involved in teamwork. Class work is enriched with online multi-media learning materials. By the conclusion of the program students will understand the importance of teamwork and collaboration, the habits of effective team players, and the how to apply existing skills to maximize the potential of their own teams. The program covers four essential communication skills:

Understanding the Power of Collaboration

Every work environment includes personnel with highly divergent abilities, talents, and experiences. Fostering collaboration between these diverse employees is the key to harnessing the full capabilities of an organization. Using real world examples, students learn about the benefits of successful collaboration and the dangers of fragmented teams and wasted effort.

Creating collaborative environments

Teamwork doesn't happen naturally or without direction. Successful managers know that they must create collaborative environments where employees are actively incentivized to become team players. In this unit, students learn about the best practices for fostering collaborative environments in leading organizations.

The Habits of Effective Team Players

Before teams can operate efficiently, individuals must develop the skills and attitudes of effective team players. This unit teaches that team players are responsive to the needs of others, understand the expectations of diverse stakeholders, and can clearly communicate goals and expectations.

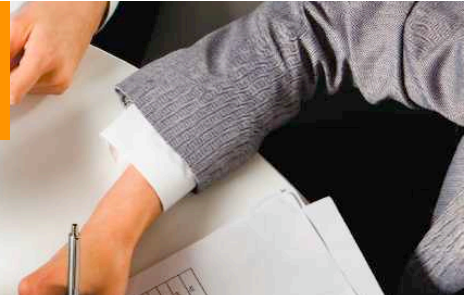
Teamwork in Organizations

China-based organizations face unique challenges when it comes to fostering teamwork. Chinese employees often have limited experience with effective teamwork and managers often fail to create truly collaborative work spaces. Furthermore, the need to build teams across the boundaries of national and corporate cultures requires specialized skills. This unit teaches students how to transform their China-based organizations into work environments that encourage collaboration and effective teambuilding.

Online Component

Insight's Key Skills programs come with access to a course of online lessons from global business leaders. Each lesson is directly relevant to the components of the live training and uses powerful learning tools such as online discussion forums, lesson summaries and suggestions about how to implement the lessons learned. The following online video lessons are included in the Fundamentals of Teamwork program:

- 💡 "Teamwork" - Stephen Dando, Reuters
- 💡 "If You Don't Know, Ask" - Vicky Pryce, Department Of Trade And Industry
- 💡 "Team Leaders Need To Be Team Players" - Philip Williamson, Nationwide Building Society
- 💡 "Creating A High-Performance Team" - Larissa Joy - Weber Shandwick Group
- 💡 "Workers & Innovators" - Phil Smith - Cisco Systems



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Specialized Programs

In addition to our core Fundamentals of Teamwork program, Insight Learning offers in-depth teamwork programs on some of the topics we've discovered are most essential for China-based organizations. These programs include the following subjects:

Networking and Relationship Building (2 Days + Online Learning)

Building relationships with clients and colleagues starts with social interaction, a particularly difficult task in a foreign language and with people from different cultural backgrounds. This seminar applies lessons from the world's most successful business people to relationship building and teaches the skills needed to build a powerful social network.

Motivating Yourself and Others (1 Day + Online Learning)

Self-motivation is the key to success for every professional. An active, encouraging, and understanding team leader is able to motivate team members to work efficiently and effectively. This seminar teaches students that motivation starts with clearly defined goals and expectations for the individual and for the team.

Negotiating Conflict (1 Day + Online Learning)

Every team faces the threat of conflict. A high-stakes projects and tight deadlines can turn the most cooperative team members into selfish individualists. This program applies Insight's 360 learning framework to teach Chinese business people how to defuse difficult situations by appealing to common interest of different stakeholders and by clarifying expectations.

Facilitations Skills (2 Days + Online Learning)

Getting the best from people in group situations is less about leadership and more about facilitation. A good facilitator draws out valuable contributions from everyone in the room and helps teams formulate clear paths to success. This seminar demonstrates how to create powerful team dynamics through effective facilitation skills.

insight learning media limited

Solutions from experience for the next generation of China business leaders.

Insight Learning is China's premier business learning company. With our unique mix of customized corporate training, premium content, and consulting services, we are transforming the way China's best companies learn.