

The Point of Leadership™

Emotional Intelligence

LeadershipCall.com



## Improve Bottom Line Results Through Increased Performance

Communication Leadership Relationships Teamwork Collaboration Leading Culture  
Influence Retention of Talent Identifying Blind Spots Inspiring Excellence

- Business Professionals today need to have a strong EQ to handle the **complex relationships** in today's fast paced business environments.
- Leaders with a strong EQ will cope more easily in **stressful situations**, exude **confidence**, and operate in a **flexible and optimistic** way that resonates with their subordinates, peers, and superiors.
- This workshop is for business professionals who are **motivated to achieve success** in both their work and personal life.
- Participants will learn about the nature of Emotional Intelligence; where they have **strengths** and how to leverage them, as well as **areas for improvement** and how to achieve a **greater balance** by improving in specific EI skills.

### Half Day or Full Day WORKSHOP INCLUDES:

Emotional Intelligence (EI) Presentation

EI Workshop Workbook

Emotional Intelligence Assessment (EQ-I 2.0)

Development Report & Plan

### NATURE OF EMOTIONAL INTELLIGENCE

Understanding & Defining EI

The 5 Major Components & 15 Sub-Skills

(Link to leadership competencies-breakout exercise)

Impact of EI in the business world

Our behavior and how we can manage or change it

### INTERPRETING & UNDERSTANDING YOUR EQ PROFILE

Interpreting your Report

Reviewing your Strengths & Areas for Improvement  
(Breakout Exercise)

Solutions for Improving your biggest EQ challenge  
(Group Exercise, Full Day only)

Creating your EQ Improvement Plan

EI Growth Graphs & Accountability Partner



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Based on the Bar-On EQ-i model by Reuven Bar-On, copyright 1997.

Our personality, similar to our IQ (after a period of time) is relatively static and cannot be developed, while our **EQ (Emotional Quotient) CAN BE DEVELOPED.**

Call: 214-838-0098 or [eqi@leadershipcall.com](mailto:eqi@leadershipcall.com)

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# Executive Leader

## Emotional Intelligence Assessment & Development Program

### Improving Bottom Line Results Through Increased Performance :

Communication      Leadership      Relationships      Collaboration  
Leading Culture      Influence      Identifying Blind Spots      Executive Presence

❖ A study by *the Center for Creative Leadership* looked at 302 leaders and senior managers some of whom were very successful and others who were struggling. Participants were assessed using the EQ-i and were also measured on leadership performance based on feedback from superiors, peers, and subordinates. **Emotional Intelligence Impact- Eight of the EQ-i skills predicted high performance 80% of the time .**

❖ **Warren Buffett (Berkshire Hathaway):** "Success in investing doesn't correlate with IQ once you're above 25. **Once you have ordinary intelligence, what you need is the temperament to control the urges that get other people into trouble investing."**

❖ "A leader's intelligence has to have a strong emotional component. She/He has to have high levels of self-awareness, maturity, and self-control. No doubt emotional intelligence is more rare than book smarts, but my experience says it is actually more important in the making of a leader." - **Jack Welch, former Chairman and CEO, General Electric Co.**

### ❖ Development Program Includes:

- EQ-i On line assessment –emailed link
- EQ-i 2.0 Report - [Sample Report](#)
- 1 hour telephonic report review
- EQ Development Growth Graphs – 6 months

### ❖ Development Program Optional

- EQ development growth graphs & 15 30 minute coaching calls for 6 months.

❖ **Contact:** [Ed Hennessy](#), 214-838-0098 or [eqi@leadershipcall.com](mailto:eqi@leadershipcall.com) for pricing and free initial consultation

❖ **Payment:** Due in full upon agreement

❖ **Payment Method:** AMEX, Visa, MasterCard

