



The Leadership Edge

Emotional Intelligence: Your Key To High Performance *Program Overview*

What's the difference between being an exceptional performer and being average? Research shows that to be highly successful requires the effective awareness, control and management of one's own emotions, and those of other people. Emotional intelligence is the dimension of intelligence responsible for our ability to manage ourselves and our relationships with others.

In a scientific environment intelligence and basic competence in your area of expertise are givens. The thing that sets you apart from others, that enables you to achieve more while assisting people in becoming more is emotional intelligence. You have seen the incredibly bright person whose project fails. She is unable to communicate, persuade or create high levels of motivation on her team. She doesn't seem aware of other people's reactions to her and often times can't control her own behaviors. She has great technical knowledge and yet her advancement opportunities in the organization are limited.

We are all born with at least some of the aspects of emotional intelligence. The key is to actively develop these traits, so that our ideas may be heard and considered, we can work well in teams-bringing out the best in ourselves and others and so that we may be the best leaders we can be.

In the Emotional Intelligence Workshop you will:

- Participate in an Emotional Intelligence assessment, helping you to identify your strengths and opportunities for development as they relate to understanding yourself and others. (optional)
- Gain a greater awareness of which aspects of your leadership style are most effective and which may be leading you toward a loss in credibility or influence.
- Explore your experiences to learn how you can develop your emotional intelligence and put it to work in your teams and organization.
- Identify the common traits possessed by individuals with high emotional intelligence and learn how you can demonstrate more of them in your day to day work.
- Gain insights in how your words and actions are impacting others so that you may adapt your behaviors and change perceptions.
- Position yourself as a leader with excellent interpersonal skills and the ability to lead others to success.

Workshop Duration: 2-3 hours

Investment:

- 2-3 hour workshop: \$4,000 for up to 20 participants.
- Emotional Intelligence Instrument: \$75 per person