



## **EQ, The Hidden Advantage** *A Leader's Guide to Increasing Influence & Impact*

Emotional Intelligence describes our ability to perceive, assess and manage our emotions and interpersonal interactions in order to maximize our influence and impact. In this 3-hour workshop, participants are provided with the opportunity to evaluate their current level of EQ competence while also exploring proven methodologies for increasing their capacity to lead and influence in all of their relationships both in and out of the workplace. The program includes all materials and assessments including The EI Style Profile, The Leadership Trust Inventory and the EQ Competency Map. A wide range of interactive group activities designed to enhance skill application are also included.

### **Core Contents:**

- Creating a Context – Building an EQ Framework
- Examining the History of EQ
- Exploring the Leadership Excellence Link
- Assessing Your Current Capacity
- Navigating the EQ Competency Map
- Exploring the Power of Trust
- Understanding the Heart – Head Connection
- Building Your EQ Capacity
- Defining Your Contract For Change
- Applying What You've Learned
- Recommended Reading

### **Key Goals:**

- Create a baseline of understanding the power of EQ
- Explore the evolution of EQ with emphasis on current research
- Build clarity around the critical link to leadership success
- Provide insight into current capacity and related development opportunities
- Expand understanding of the core competencies reflecting a performance edge
- Explore the critical link between EQ and trust
- Gain insight into the broader range of decision making options
- Learn and practice techniques for increasing EQ capacity
- Develop a specific action plan for building EQ competence
- Explore obstacles to achieving success
- Build a roadmap for further development

### **Required Pre-Work:**

- The EI Style Profile