

LEADING WITH EMOTIONAL INTELLIGENCE

Access the Psychology of Success

25 - 29 Jul 2022	London	US\$ 5,350
19 - 23 Sep 2022	New York	US\$ 6,350
05 - 09 Dec 2022	Dubai	US\$ 4,350
12 - 16 Jun 2023	Dubai	US\$ 4,350
24 - 28 Jul 2023	London	US\$ 5,350



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About the Course

Emotional Intelligence has occupied a prominent spot in organisations for over two decades now. While some predicted it to be a short-lived fad, it has stood the test of time. Many studies have confirmed that EQ (our Emotional Intelligence Quotient) is a more significant predictor of success than IQ - particularly for people managers and business leaders.

Emotional Intelligence consists of four key competencies: Self Awareness, Self-Management, Social Awareness and Relationship Management. Leaders and managers who possess or have developed high levels of skill in these areas tend to achieve better results with their teams, build stronger client relationships, display more resilience, drive and tenacity and are superior salespeople and influencers. Or in short, they are the kind of professionals who generate immense value and are therefore sought after by organisations.

This Leading with Emotional Intelligence training course will introduce participants to the principles of Emotional Intelligence and help them discover various EI tools and techniques that can be instantly applied in the workplace. It contains approaches for achieving success with teams and individuals and with clients and other stakeholders, both inside and outside of organisations.

Core Objectives

Delegates will achieve the following objectives:

- Understanding the fundamental psychology that underpins Emotional Intelligence
- Applying EI techniques and principles for high-performance leadership
- Leveraging the power of self-awareness to generate results at work
- Developing approaches to drive success through self-management
- Become a highly effective and charismatic communicator
- Creating high-value relationships with Teams, Peers, Bosses and Clients

Training Approach

This course is driven by a blended learning approach and draws on various adult learning techniques such as action learning, experiential exercises, group discussions, video case studies, role play and self-reflection activities. The resulting variety helps delegates stay engaged throughout the course, feel challenged and draw quick wins for their development. It also ensures delegates are exposed to ample opportunities to apply what they learn to the real-world challenges they face back in the workplace.

The Attendees

This training course is suitable for anyone in a leadership or managerial position who wishes to develop their Emotional Intelligence (EQ) or for those who might be moving into a people management position in the near future.

Likewise, it will be valuable to the professionals but not limited to the following:

- People Managers and Team Leaders
- Project Managers who lead teams
- Finance, Legal or HR Managers
- Client Relationship Managers
- Anyone with a need to leverage relationships at work

DAILY DISCUSSION

DAY ONE

UNDERSTANDING EMOTIONAL INTELLIGENCE

- Understanding the 4 essential components of Emotional Intelligence
- The difference between IQ and EQ
- A brief history of Emotional Intelligence in the workplace
- Assessing the personal and professional benefits of Emotional Intelligence
- Leveraging Emotional Intelligence for Leadership Effectiveness

DAY TWO

CREATING A FOUNDATION OF SELF-AWARENESS

- Understanding Oneself: Your habits, values and psychological drivers
- Self-perception theory as a catalyst for self-awareness
- Fine-tuning your personal and professional mission and vision for success
- The profound impact of your leadership style on others
- Applying the Leadership SWOT Analysis to boost your self-knowledge

DAY THREE

DRIVING RESULTS THROUGH SELF-MANAGEMENT

- Fine-tune your personal values and vision to achieve your objectives
- Leverage the GROW coaching model to achieve your goals
- Dismantle hidden patterns that cause procrastination and self-sabotage
- Distinguish the 'urgent' from the 'important' to manage your time
- Sharpen your growth mindset to achieve success and overcome obstacles

DAY FOUR

LEVERAGING YOUR SOCIAL AWARENESS

- Creating rapport and connecting with other people
- Using Transactional Analysis to understand other people's motives
- Managing team and interpersonal conflict with your EQ
- Deploying tactical empathy as a tool to figure out other people
- Influencing your team to drive high performance

DAY FIVE

THRIVING AT WORK WITH RELATIONSHIP MANAGEMENT

- Managing and Categorising Stakeholders
- The role of Emotional Intelligence in leading teams to success
- Creating an inspiring vision for your team
- Leveraging EQ to Drive Change
- Driving engagement and motivation with EQ skills