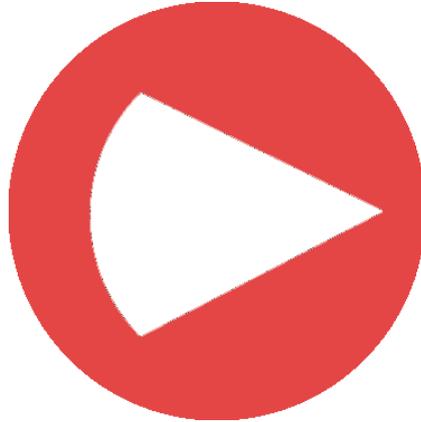


Leadership Webinar



Emotional Intelligence

PROJECTinsight[®]

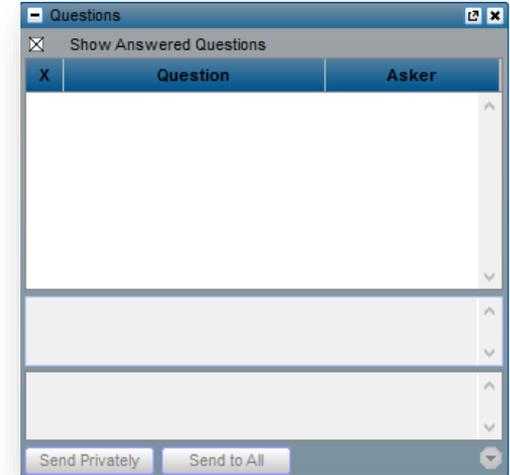
Project & Portfolio Management Software

Initiate Project Intelligence[®]

Things to Know...



- All participants will be on mute
- Questions are welcome
- Use the question box to ask questions
- May be valid for PDU credit under Education:
Online or Digital Media
- We do not mail out PDU certificates
 - Webinars and PDUs in Project Insight Community





Denise Rodriguez

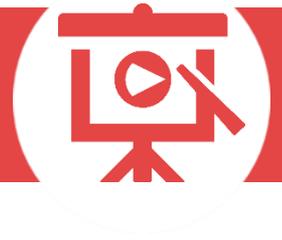
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Presenter



Brenda Williams

Founder and CEO, Academy For Leadership
Communication

Board Certified Coach

www.AcademyForLeadershipCommunication.com

BrendaWilliams@AcademyFLC.com

714-283-1186



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Coach, Professional Speaker

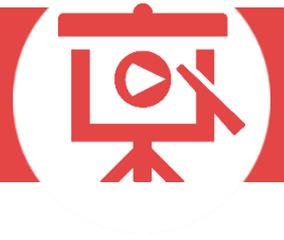






SO OK, WHAT'S NEXT?

- Examine Emotional Intelligence
- Understanding framework
- How to apply EI in business



Emotional intelligence (EI) or emotional quotient (EQ) is the capacity of individuals to recognize their own, and other people's emotions, to discriminate between different feelings and label them appropriately, and to use emotional information to guide thinking and behavior.



Business EQ Paradox



When you most need your Business Emotional Intelligence is generally when you have the least motivation and mental/physical resources.



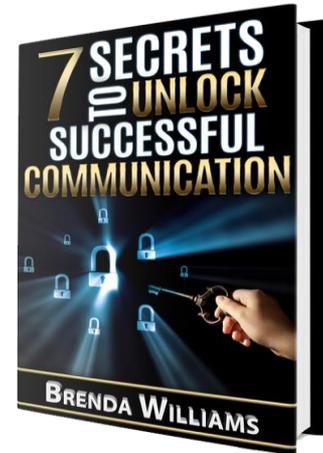
My Gift
To You

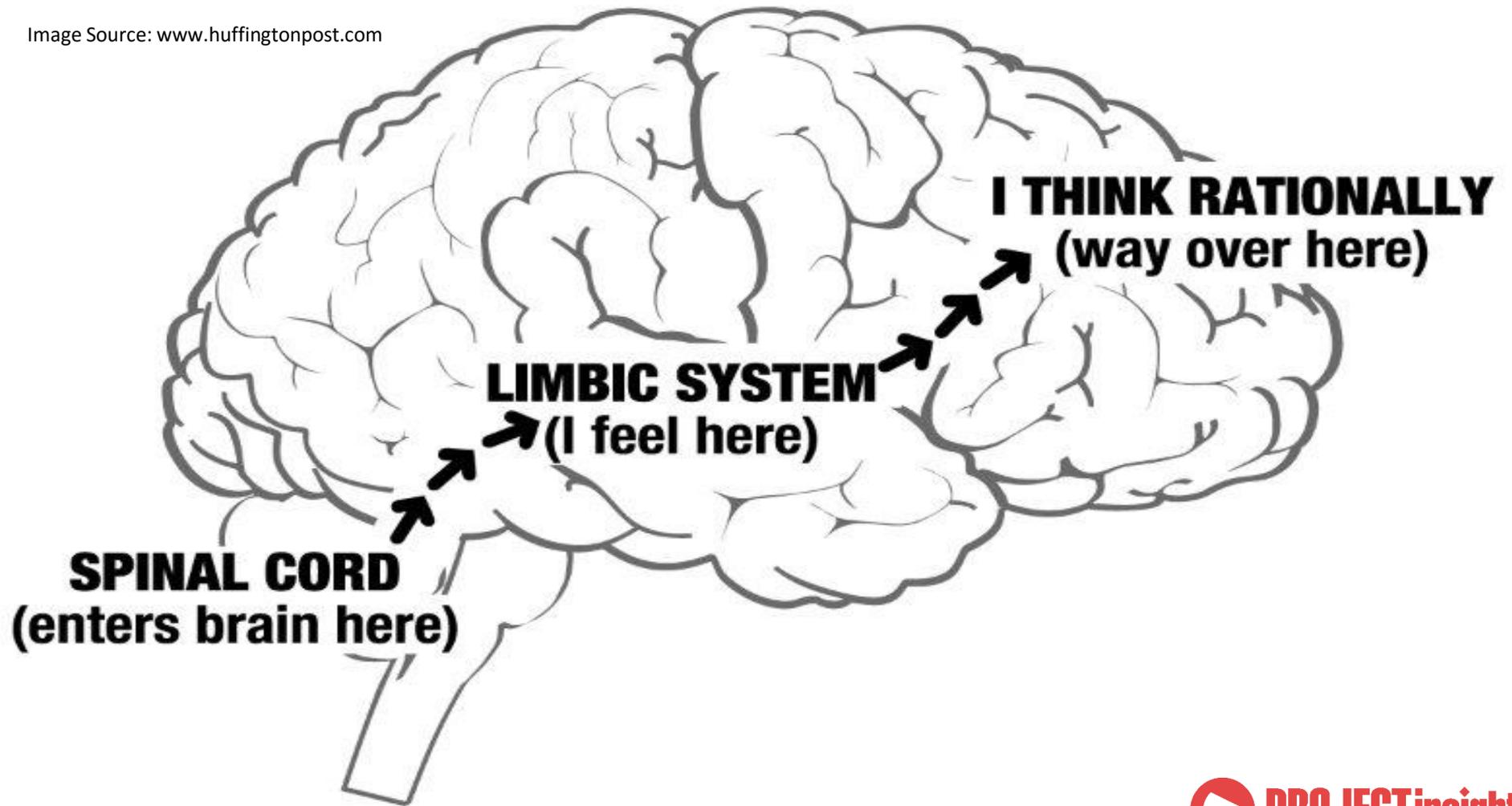


Guidebook and *Leadership Communication Program*

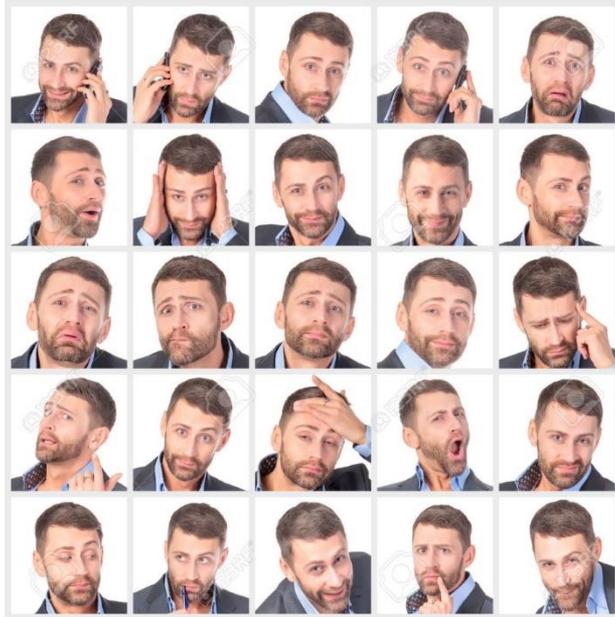
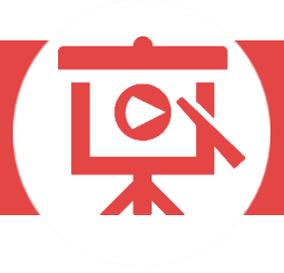
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How Often Do Emotions Play A Part In Your Business Success?



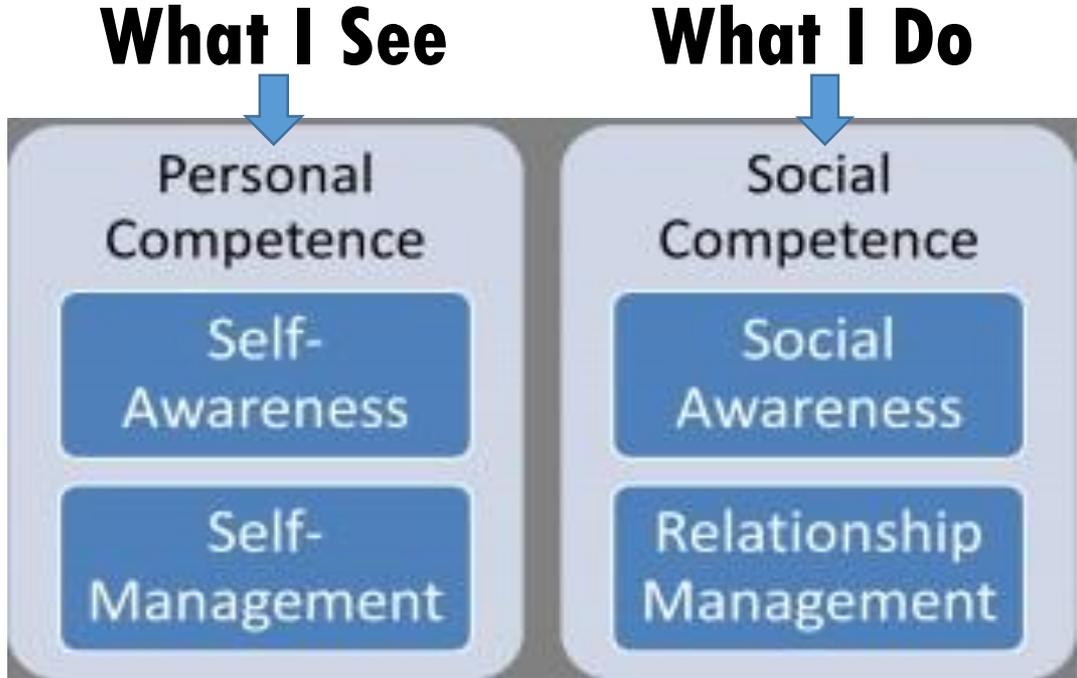
- 25%
- 50%
- 75%
- 100%

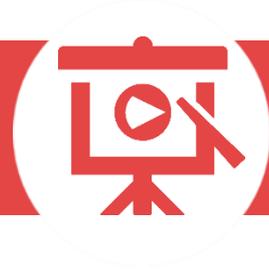


Emotional Framework



These EI competencies are not innate talents, but learned abilities, and each area has a unique contribution to your impact and effectiveness





Self-Awareness

Personal Emotional Intelligence



Self-awareness is the ability to accurately perceive your own emotions and motives across various situations.

Self-Management

Personal Emotional Intelligence



Self-control is the ability to effectively manage your emotions and behaviors.

What are your relationships like?



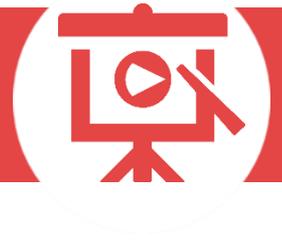
Relationship Management

Social Emotional Intelligence

Relationship management is the ability to inspire, influence and develop relationships with others.



Understand Your Triggers



Emotions

“Emotional Hijacking”

**Out-of-control
emotions
can make
smart people
act dumb**



Personal Competence Exercise



- Think about a situation where you were working outside of your comfort zone?
- How did you know you were working outside your comfort zone?
- How would others know you were working outside your comfort zone?
- Did being outside of your comfort zone affect your performance?

EVERYTHING you've
EVER WANTED, is ONE
STEP OUTSIDE your
COMFORT ZONE.

Social Competence Exercise



- Think about a situation where your (boss, peer or direct report) were working outside of their comfort zone?
- How did you know they were working outside of their comfort zone?
- How would others know you were working outside your comfort zone?
- Did this make a difference in how they worked with you?
- Did this make a difference in how you worked with them?



Business Emotional Intelligence



Decisiveness

Empathy

Motivation

Conscientiousness

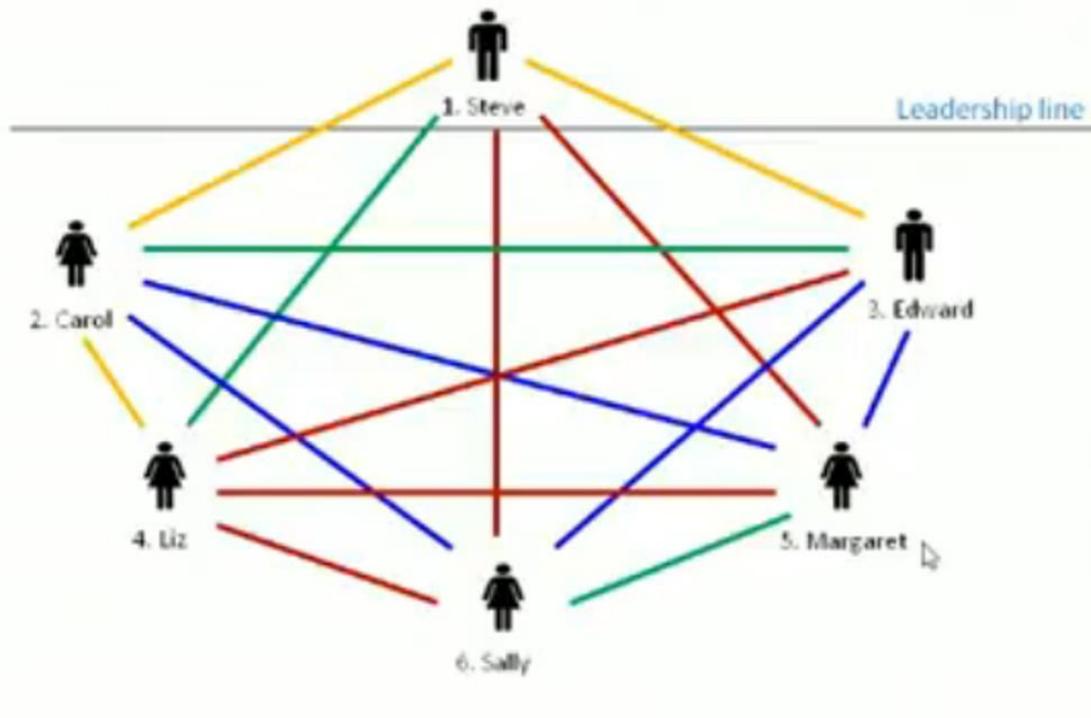
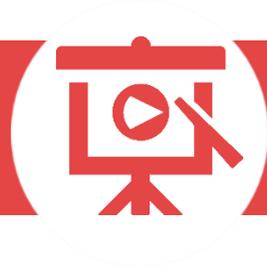
Influence

Stress Resilience

Adaptability

Self Awareness

What's The Team Impact On Decisiveness?



How do you rate yourself?



 **Decisiveness**
Willingness to make decisions, the need for control and the level of comfort with decision making responsibility.

Is comfortable taking a lead from others, needs to consider all the options, likes to have sufficient time to evaluate the outcomes of the decision fully.

1 2 3 4 5 6 7 8 9 10

Likes taking on responsibility and being in control. Needs to get the decision made and is comfortable taking a stand on tough issues or unpopular decisions.

How About Your Peers/Employees?

Question For You:



How Is Emotional Intelligence Affecting Your Business?



Please share your answer in the chat box.

Relationship Management

- Communication
- Interpersonal Effectiveness
- Powerful Influencing Skills
- Conflict Management
- Inspirational Leadership
- Catalyzing Change
- Building Bonds
- Teamwork & Collaboration
- Coaching & Mentoring
- Building Trust



Sam's Story

Before

- Ready to Quit Job
- Teammates = Knuckleheads
- Obstacles & Problems
- Challenges
- Judgement
- Control
- Resistance
- Taking it Personally
- Not Listening
- Stress & Anxiety

After

- Change Agent
- Inspirational Leader
- Deeper Relationships
- Positive Energy
- Options & Solutions
- Understanding
- Accepting
- Appreciative
- Supportive
- Joy & Peace

What Difference Does Business EQ Make?



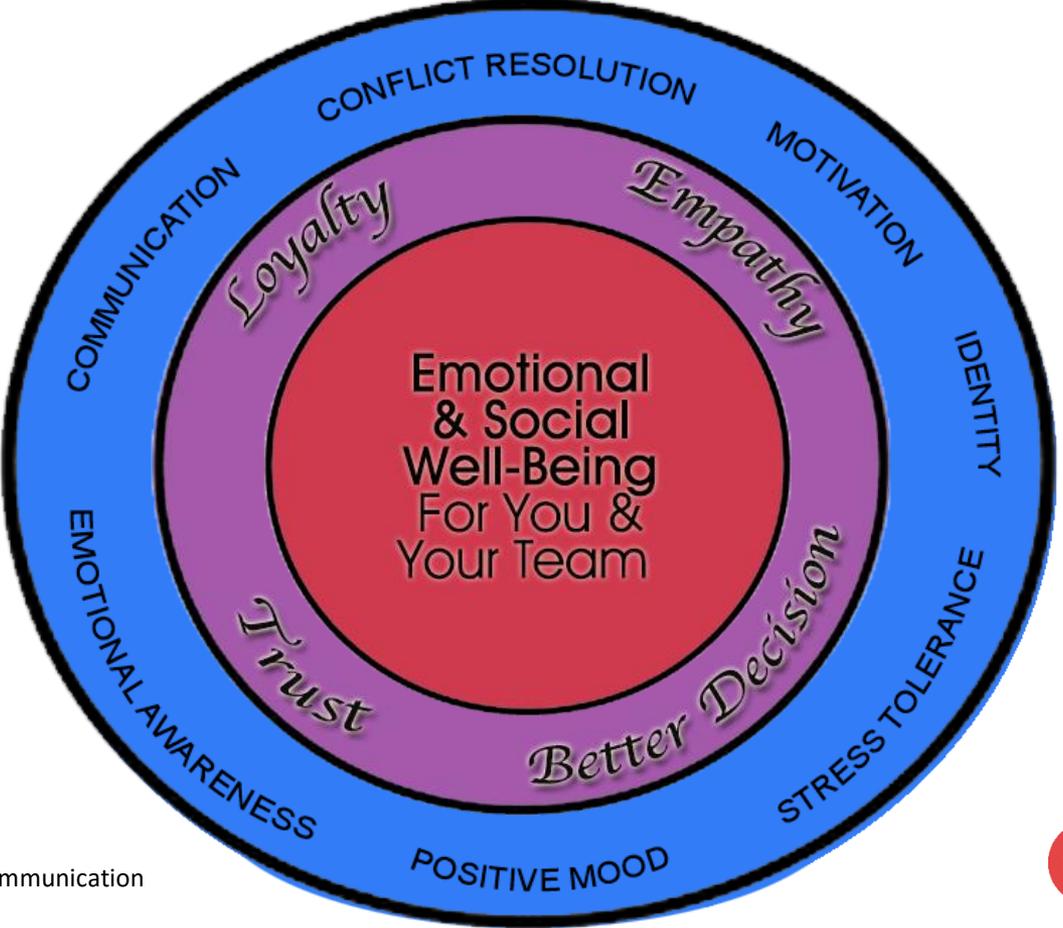
“Encouraged me to be **challenging** but not **judgmental**”

“Thought about how **what I say and do** directly **affects others**”

“Now **more sensitive** at picking up **cues** from others and try not to get **impatient** when they don't behave in the **same way as me**”

“I've especially **become aware** of my **reactions** to **stressful situations**”

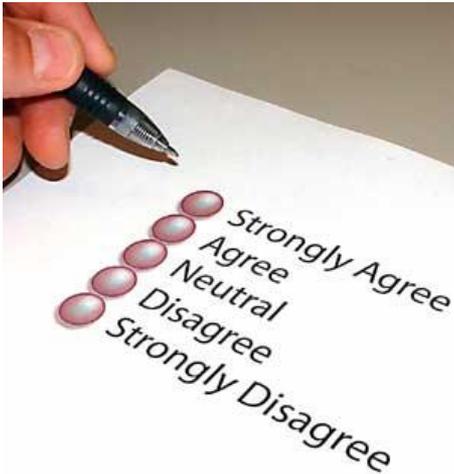
From Emotional Intelligence to Collaborative Intelligence A Team Model



Poll Question



Emotional Intelligence Plays A Big Part In Business Success





What Are You Doing To Become Emotionally Intelligent



Workshops
&
Lunch and
Learns

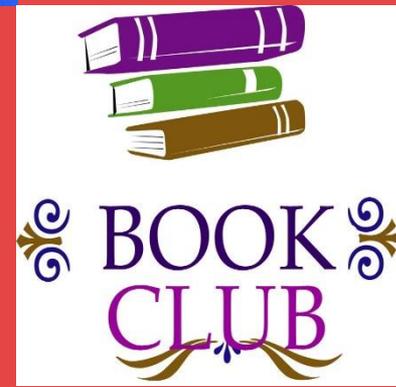
ACTION PLAN:

- Identify 3 strengths
- Identify 3 growth areas
- Develop a plan to improve specific skill
- Move action forward with a coach

Emotional
Intelligence
Book Club



Business EQ
Assessment



PRIVATE COACHING

One Hour Session

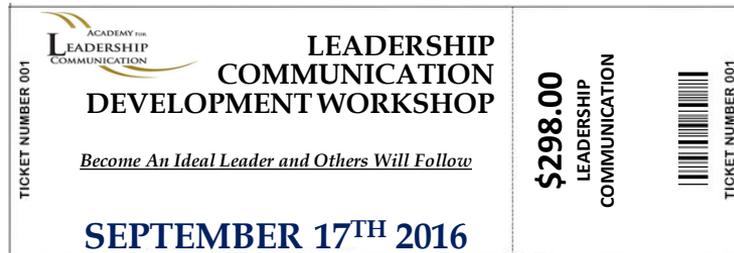


Today's Special
Only

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\$298 Value

- Learn More About Your Emotional Intelligence
- Discover & Remove Your Hidden Obstacles
- Challenge & Change Perceptions and Stories
- Engage, Connect and Build Powerful Relationships



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Project Insight Community



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- Check out the videos

The screenshot shows the Project Insight Training & Support Home page. At the top, there is a navigation bar with links for 'blog', 'community', 'company', and 'contact'. Below this, there are links for 'Product', 'Tour', 'Why PI?', 'Support', and 'Request Demo'. The main content area is divided into several sections:

- Project Insight Training & Support Home**: A search bar with a 'Search' button and a list of filters: User Manual, Article, Videos, Forums, and Blogs.
- Live Webinars**: A section titled 'Live Webinars' with the subtext 'Earn free PDUs!'. It lists three categories: 'Project Management', 'IT Methodology', and 'Project Insight Training'. There is a calendar icon and a link to 'View the calendar >>'.
- Live Webinars**: A section with a computer monitor icon. Text: 'Attend our live product training webinars & project management webinars - even earn PDUs! View calendar'.
- Training Videos**: A section with a play button icon. Text: 'Watch archived videos & recorded webinars. Make sure your team is up to speed.'
- Knowledgebase**: A section with a satellite icon. Text: 'Browse or search through the knowledgebase for help with Project Insight features and functionality.'
- PI Manual**: A section with a play button icon. Text: 'Review the Project Insight manual to understand features and functionality.'

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