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# LEADERSHIP STRATEGIES

## VOLUME 2



# Raising Emotional Intelligence

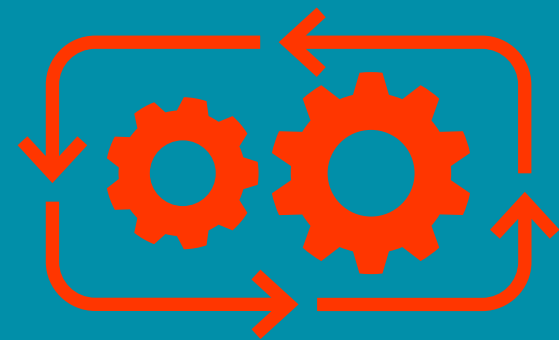


# What is Emotional Intelligence?

Emotional Intelligence is awareness of your emotions and those around you, and utilizing that awareness by pausing your right brain - analytical tools, to choose your left brain when you are stressed.

It also means avoiding negative self-talk that increases self-sabotage, and minimizes confidence. The loop is strong and it plays over and over in your head, IF YOU LET IT!

**LEARN TO MANAGE YOU!**



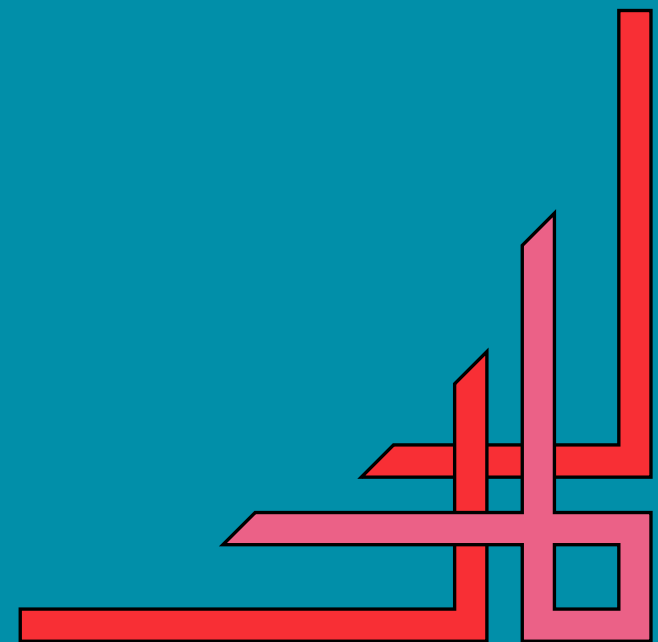
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# Understanding the Neuroscience of Emotional Intelligence

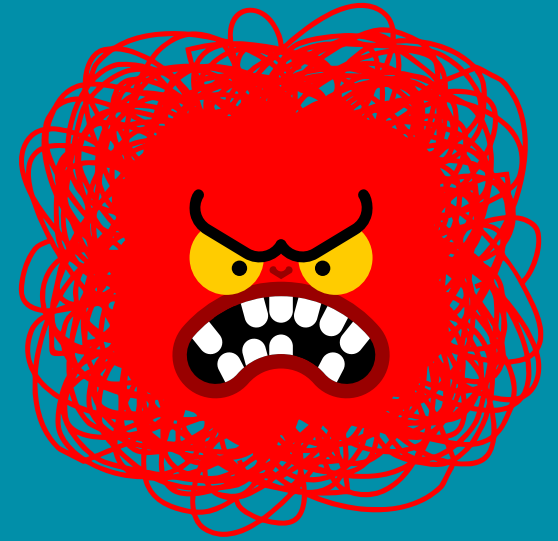
Neural activity can help us thrive or survive.

Our analytical tools live in the left brain.

Intuition lives in the right brain.



# Survive Region



In the Survive region,  
the voices in our head  
create negativity to change and challenge.

We receive alerts  
to stress, self-doubt, frustration,  
guilt and sometimes anger.

These emotions disrupt our ability to seek clarity  
and we sometimes lose control of our emotions.

# The Thrive Region

The middle prefrontal cortex produces compassion and empathy, gratitude, calm, and curiosity.



When we exercise empathy, endorphins are produced that mitigate negativity.

We need to seek out this region of our brain more often.

# Physiological Responses

Threats produce triggers to survive. Pain is a perfect example. Hit your finger with a hammer, and your trigger occurs in less than 5 seconds.

The same can occur with a difficult conversation, triggers engage quickly.

At this moment, we have a choice to pivot to meet life's challenges or become irrational.





# The Cost of Emotional Intelligence Training

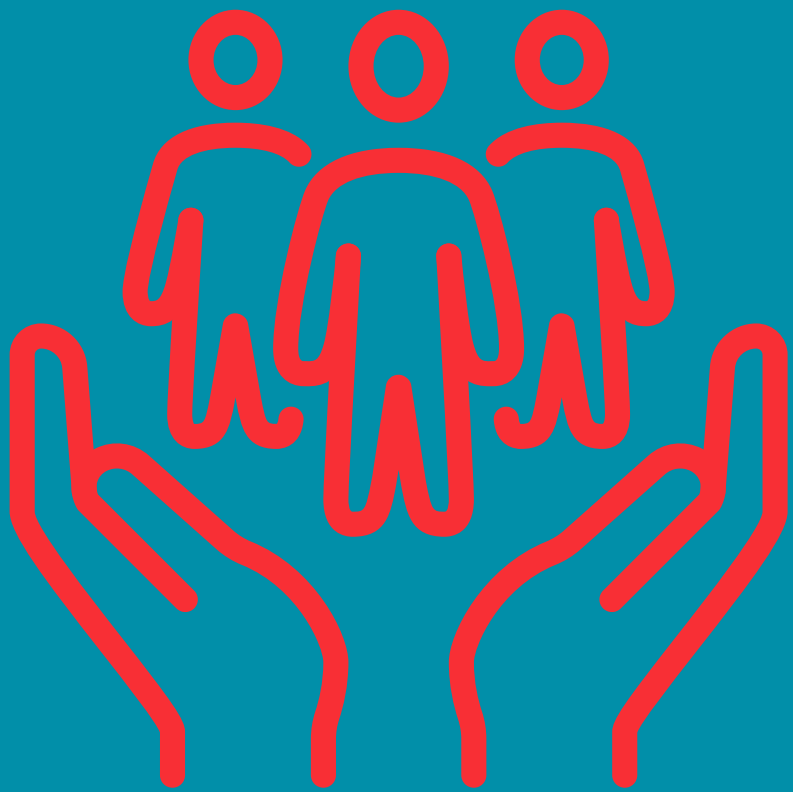
In 2022,  
Corporations spent over  
**\$87 billion**  
on training,  
\$1400 - \$1700 per employee.





# Research Reports for Positive Coaching:

**RESULTS**



- Over 80% of clients manage conflict, eliminating anxiety
- Almost 100% agree raising EQ increases empathy
- Over 90% increase teamwork and collaboration
- Over 90% feel more optimistic



# Elevate YOUR EQ

## **Self-Awareness**

- Self-Assessment
- Self-confidence
- Managing YOU

## **Self Management**

- Adaptability
- Initiative
- Emotional Control
- Positivity

## **Team Management**

- Inspirational Leaders
- Influence Not Power
- Developing Colleagues
- Resolving Conflicts
- Collaboration and Teamwork
- Building a Positive Culture

## **Social Awareness**

- Empathy
- Compassion
- Listening
- Managing Others Needs



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