



## Are You Ready to Become an **EMOTIONALLY INTELLIGENT LEADER?**



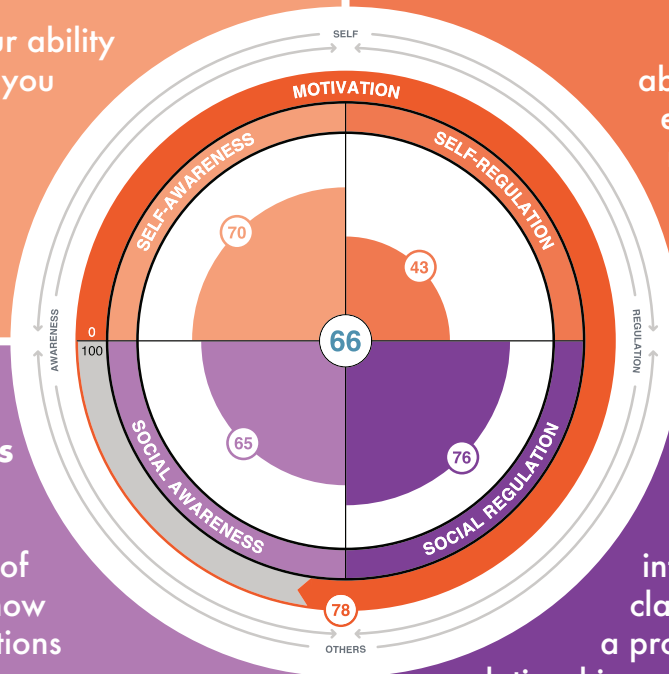
**Motivation** is a passion to work for reasons that go beyond the external drivers like money and status, and are based on an internal drive or propensity to pursue goals with energy and persistence.

**Self-Awareness** is the ability to recognize and understand your moods, emotions and drives, as well as their effect on others.

In practice, it is your ability to recognize when you are red, clear or somewhere in-between.

**Self-Regulation** is the ability to control or redirect disruptive impulses and moods and the ability to suspend judgment and think before acting.

In practice, it is your ability to influence your emotional clarity from red to clear when the situation requires.



**Social Awareness** is the ability to understand the emotional makeup of other people and how your words and actions affect others.

In practice, it is the ability to assess if he or she is in a red, clear or somewhere in-between state.

**Social Regulation** is your ability to influence the emotional clarity of others through a proficiency in managing relationships and building networks.

In practice, it is your ability to influence the emotional state of others and leave a situation better than you found it.



Practicing Using These Questions to Become an  
**EMOTIONALLY INTELLIGENT LEADER!**

**SELF-AWARENESS**

**What** am I experiencing right now?

**Why** am I experiencing that?

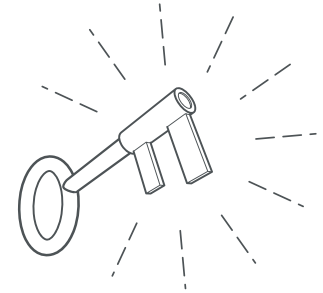
**How** is it impacting me and my ability to perform?

**SELF-REGULATION**

**What** could (or should) I do with/about what I am experiencing?

**Why** should or shouldn't I?

**How** can I appropriately express or impact what I am experiencing?



**MOTIVATION**

**What** is my overarching goal or objective?

**Why** is it important to me?

**How** can I use this situation to move closer to my goal?

**SOCIAL AWARENESS**

**What** is the other person experiencing in this situation?

**Why** might they be experiencing that?

**How** will it impact their ability to perform?

**SOCIAL REGULATION**

**What** could or should I do in this situation?

**Why** should or shouldn't I?

**How** can I positively influence this situation, to leave it better than I found it?