

# LEADING THROUGH EMOTIONAL INTELLIGENCE

15 - 16 NOVEMBER 2018



## CONTEXT & OBJECTIVES

“A leader’s intelligence has to have a strong emotional component. He has to have high levels of self-awareness, maturity and self-control. She must be able to withstand heat, handle setbacks and when those lucky moments arise, enjoy success with equal parts joy and humility. No doubt emotional intelligence is more rare than book smarts, but my experience says it is actually more important in the making of a leader. You just can’t ignore it.” -Jack Welch, chairman of GE, speaking to the Wall Street Journal

### What will you learn?

- Discover what EI is and why it matters
- Understand the concepts of EI for developing resonant leadership qualities
- Define EI and understand how it relates to effective leadership
- Understand and apply principles and methods for self-awareness, emotion regulation and management, social awareness for understanding others and building and managing relationships
- Diagnose the negative consequences of unmanaged emotions and low EI in leaders, individual contributors, teams, and organizations
- Increase your level of EI in five critical areas
- Apply the principles of EI to key leadership activities.

### How you will benefit?

- Increased Self-Awareness - Your ability to accurately perceive your emotions and stay aware of them as they happen. This includes being aware of how you tend to respond to specific situations and people.
- Improved Self-Management - Your ability to use the awareness of your emotions to positively direct your behavior - managing your emotional reactions to situations and people.
- Increased Social-Awareness - Your ability to accurately read the emotions of others and understand

what is really going on. Being able to effectively see and navigate the organizational culture.

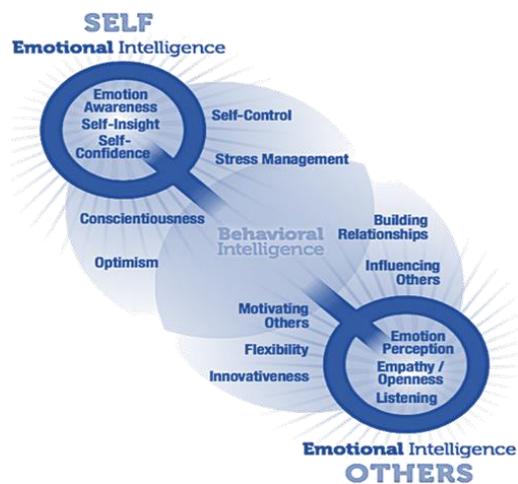
- Improved Relationship Management - Your ability to use the awareness of your emotions and the emotions of others to successfully manage interactions and relationships.

**Learning outcomes:**

- Understand the social neuroscience of emotions and emotional intelligence
- Improve your management of emotions
- Enhance your relationships within and outside of the workplace
- Facilitate difficult conversations with confidence
- Feel less stressed and be better equipped to manage high work demands and stress
- Create a positive work environment for others
- Facilitate high performance

**Learning Blocks of the Program**

Emotional Intelligence has two elements – related to oneself and also awareness of others. The Program is built between these two key areas as it visualized below:



## METHODOLOGY

Training sessions are designed to be interactive. What makes persons learn profoundly and sustainable is what they engage in. We use a minimized time of teaching intervention and maximize their learning impact by providing short orientation inputs, usually bringing a concept and at least one (mental) tool together, then either an immediate exercise or real implementation for individual / group engagement.

- Impulses
- Examples / case studies / role plays
- Discussions
- Interactive groups and group-work
- Open discussion / question rounds
- Moderated Trainer

## TARGET GROUP

Managers and leaders who want to enhance their overall performance and create an engaged, productive team and organizational culture.

## LANGUAGE

English (without translation)

## SCHEDULE

2.5 (Two and a half) days

## PARTICIPANTS

Max. 14 Participants

Participants will receive a complimentary copy of Leadership: The Power of Emotional Intelligence by Daniel Goleman.

## EXTRA

**IMPORTANT:** Before attending this session, you will receive a link to the online Self-awareness inventory (Predictive Index) (completion time max. 10 minutes). To get full benefit from this program, you must complete the Inventory prior to the session and a printed copy of your results will be brought to class. (Your results are confidential.)

INVESTMENT

150, -EUR/per person/day - VAT Free

PLACE & DATE

17-19 Oct 2018



Ms. Larissa Winter

EXPERT

Larissa is the owner and founder of Galagan ADVISORY®. Her work focuses on advising senior executives and their organizations operating in the CEE/SEE and CIS regions. She has 20 years' experience in law, HR and people development, and has held international management positions across the CEE/SEE and GIS regions. Over the past three years, Larissa has provided leadership, organization, and community development advisory services to a diverse client list. This includes manufacturing and service-based organizations, professional practices, health and education coalitions, non-profit firms, government departments, and social service agencies. More recently, she has provided intensive executive coaching to high-potential managers tasked with expanding their organizations into international markets. At the beginning of 2013, Galagan ADVISORY® was named an associate partner and representative of The Predictive Index WorldWide Group™ ([www.piworldwide.com](http://www.piworldwide.com)) a trusted advisor since 1955 committed to creating value through the effective management of people and organizations, in the CEE/SEE and CIS regions.

The “**Leading through Emotional Intelligence**” training proposal is brought to you by **AIEx - Austrian Institute of Excellence**. Our Institute provides you with training and qualification courses on: Project Management, Process Management, Excellence in Sales program, HR Management, Negotiation Skills, Leadership, Emotion Intelligence, LENA Learning methodology, Presentation Skills, Communication Skills, Customer Service, Stress Management, Time Management, Financial Trainings, Team Work and Team Building and Problem Solving, to mention a few.

**Head Office:** Rruga e Dibrës, Kompleksi Halili, P.O.: 1017 Tirana, Albania

All rights reserved by AIEx. No part of this publication may be reproduced, distributed, or transmitted in any form or by any means, including photocopying, recording, or other electronic or mechanical methods, without the prior written permission of the publisher, except in the case of brief quotations embodied in critical reviews and certain other noncommercial uses permitted by copyright law.

***We wish you a pleasant, productive and successful learning process with us!***

For requests and feedback please contact us at: Email: [softskills@aie.al](mailto:softskills@aie.al) | Cell: +355 68 60 19 672