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LEADING WITH EMOTIONAL INTELLIGENCE

A two-day training with
Dr. Larissa Winter

“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 RARER 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

When: 01-02.04.2020 (09:00 - 17:00)

Where: Hotel Sokrat, Rr. Elbasanit, Tirana

Price: 150.- EUR/day/person* VAT Excluded

**Groups are comprised by either 12 or 14 participants*



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Dr. Larissa Winter

Life credo:

Fill your days with the life and not your life with the days

In 2010, I had resigned my position as HR Director and Member of the Executive Board and launched a new solo practice with the vision of using my energy, talents, and skills to help leaders of large business organizations "connect their heads to their hearts." My solo practice quickly grew into an international advisory firm Galagan ADVISORY®, where I still am today, and which continues its mission: "We want to be a force of good in business by inspiring people to create a better workplace for themselves and others. At Galagan ADVISORY®, we want to be remembered as the company that brought an awareness of human science to the business world and every single individual".

My professional experience consists of more than 25 years' experience in law, HR and people development, and have held international executive management positions across the SCEE and CIS regions. I have extensive experience in developing and implementing programs to advance core business objectives while maximizing employee performance and a long track record of successfully establishing, transforming and building up human resource functions, including strategic and operational leads, across the SCEE and CIS regions in the consumer goods, oil/gas, financial/insurance, and IT/telecommunication industries. I am an accomplished HR strategist with a broad business operations background, strong change management skills, and experience providing leadership during organizational change. As a human resources director, over a period of 18 years, I was involved in leading and executing more than 50 + merger and acquisition projects and over 70 change initiatives and post-merger/acquisition integration projects. In my last corporate HR role, I was responsible for more than 26,000 employees in 24 countries across the CEE countries.

In my primary focus in the advisory business, I helped such companies as Voest, ERG Holding (formerly ENRC PLC), LEONI, Credit Agricole. HETA, NOVOMATIC Group, RZB, Cummins, UniCredit, Uniqa, TeleHaase, Post, Eleks, Mondi, NLB Group, Tirana Bank, TITAN Group, FALKE, BKT, Telekom (Slovenia), BALFIN Group, enercity AG, and many others to reinvent their organizational and leadership practices.

Education

- *PhD, IEDC Business School of Management – Study of the Phenomenon of the "Organizational Trauma".*
- *Master of Business Administration, Henley Management College, UK*
- *Master Degree of Law, Kiev National University, Ukraine*
- *Bachelor Degree of Psychology, Teaching College, Ukraine*

Certification

- *Coaching diploma from Freien University Berlin.*
- *Certificate in Appreciative Inquiry Coaching*
- *Certification in GROW Coaching Methodology, Barefoot Coaching, UK*
- *Counseling and Mentoring by Dr. Fredricka Joyner and Dr. David Frantz (US, Indiana University)*
- *Coaching, Leadership coaching and Organizational Development by Prof. Dr. Gerhard Fatzer, (Zürich, Swiss)*
- *Certified Partner of the Behavioral Analytics, PREDICTIVE INDEX*
- *Trainer in the ART OF PARTICIPATIVE LEADERSHIP PRACTICES (the Circle Practice; the World Café; Open Space Technology; Collective Mind, design Thinking; Story Telling; Harvesting Process and Designing for Wiser Actions)*
- *Certificate in The Happiness Facilitation, BLOOM Company*
- *Certified Trainer in LEGO SERIOUS PLAY Methodology*
- *TONY ROBBINS RTM Coaching program "Transformational Coach"*
- *Certified Trainer in the POINT OF YOU Methodology. Master of the POINTS OF YOU*
- *MARY MORRISEY, "Dream Builder" Coaching Certification Program*
- *SEARCH INSIDE YOURSELF, SIY Certified Trainer @Google Academy in education (certification Q 1/2020).*

PS: I am native Ukrainian, have worked and lived in Ukraine, Poland, the United Kingdom, Romania, and Slovenia. I currently reside in Austria.

This 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.

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

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