



 **LEADING WITH**
EMOTIONAL
INTELLIGENCE



There are two sides to everyone's world, the 'hard' and the 'soft'. The 'hard' gets hardened after sometime. It is only the 'soft' that lets one grow and out grow, perform and out perform. We call it Emotional Intelligence. - **Satish Mandora**

International Trainer, Leadership
Consultant and Success Coach

♥ Business Need:

At the heart of human species are Emotions. It is this part which has been instrumental for a revolution to a rebellion. A great relationship to enmity and bitterness. A motivated individual to a deflated pessimist. A happy charm to an angry bird. A serving above self attitude to vested interests and unethical means. People across history have been able to rule only when they could conquer the emotional world, both in personal space to the public space.

This world-class intervention is at the heart of all the fortune 500 organizations, simply because of the fundamental connect and association of what works best for the human species.

The key focus of the workshop is to enable the leaders to make this transition in the way they **Manage Self** and then **Manage Others**

♥ Ideology:

Leadership Pipe Line Model, EI Model, Action Centric Leadership Model.

The methodology of this program supports the Lombardo - Eichinger (CCL) model of learning and will combine

- Classroom based experiential learning (10%)
- One-On-One Guidance (20%)
- On-Job action learning (70%)

♥ Approach Overview:

Pre-Program Dip Stick

- Feel Real Issues
- Expectation Mapping

Psychometric Assessment

- Assess the EI Profile
- Use this as an awareness window
- Assist in action plan

2 Day Intervention

- A strong foundation towards Self-Awareness, Self-Motivation, Social Awareness(Empathy) & Social Skills
- Please refer the Program Note attached separately

3 Months structured Followup

- Weekly emails connecting to the focus of the week
- 5 Individual coaching calls to each participant
- 3 Concalls (entire team) with Mr. Satish Mandora
- Leading to hardwiring of the learnings, thereby invite sustainable change

♥ Methodology:

The workshop proceeds with,

- Interactive personal & group activities
- Exercises & case studies
- Role plays
- Brain Storming sessions
- High energy presentations
- Personal feedback

♥ Language:

English (Hindi or Marathi, if desired)

♥ Program Objectives:

- 1) Understand the impact of Emotions in professional and personal life
- 2) Managing Emotions of Self and others is key to organizational effectiveness
- 3) Appreciate the importance of Beliefs for a sustainable change
- 4) Create a deeper connect with self and thus self acceptance
- 5) Tools and techniques to be conscious and well managed
- 6) Appreciate that unless self management is not developed, managing others is not possible

♥ Program contents:

- Iceberg model
- EI and IQ
- REBT and EI
- ABC equation of proactivity
- Classification and Genesis of Emotions
- Five Areas of EI
- Self Awareness and Self Management
- Managing Impulses
- Assertiveness
- Self Motivation and Achievement Drive
- Empathy and communication

♥ Benefits Participants:

At the end of the workshop, participants would be able to:

- 1) Understand their feelings
- 2) Appreciate that EQ is the differentiator between average performance and great performance
- 3) Learn techniques to differentiate between personal feelings
- 4) Invite overall consciousness
- 5) Develop Pro-activity and take personal responsibilities
- 6) Manage stress and execute effectively
- 7) Learn the importance of empathic listening and thereby non-destructive common
- 8) Accept oneself and others unconditionally
- 9) Build authentic relationships and people management skills both in personal and professional world
- 10) Delegate effectively



FOR DETAILS CONTACT

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