



**MICHAEL
SGRO** LEADERSHIP
COACHING

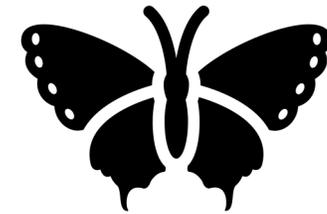
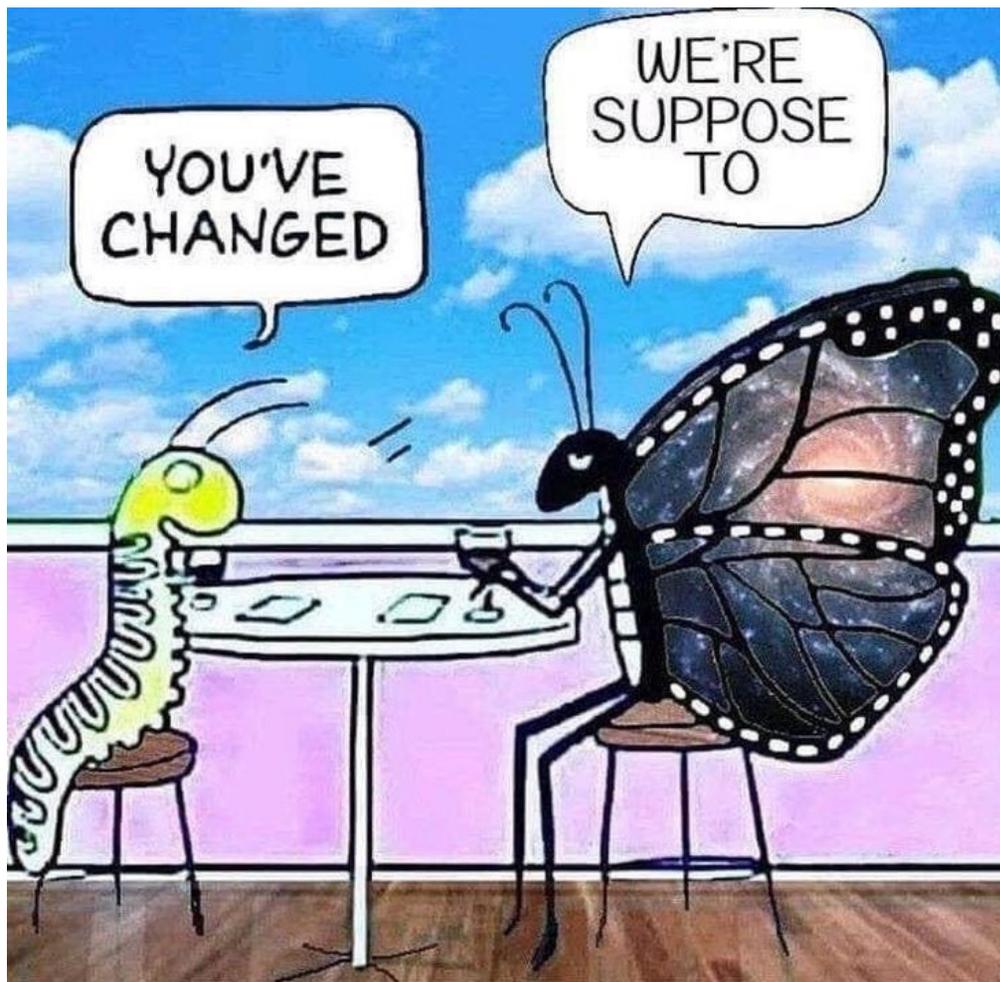
Le Moyne College Leadership Symposium

**EMOTIONAL
INTELLIGENCE**

#SgroSpeaks



UNLOCKING YOUR POTENTIAL



**LISTEN TO
UNDERSTAND**

SOUP FOR THE SOUL



EMOTIONAL INTELLIGENCE

The capacity of individuals to recognize their own emotions and those of others, discern between different feelings and label them appropriately.

Using this emotional information to guide thinking and behavior, and manage and/or adjust emotions to adapt to environments or achieve one's goal(s).

Why is this important?

VALUE OF EMOTIONAL INTELLIGENCE

Emotional intelligence is widely recognized as a valuable skill that helps improve communication, management, problem-solving, and relationships within the **workplace**. It is also a skill that researchers believe can be improved with training and practice.

HUMAN CONDITION

Emotional Intelligence Domains and Competencies

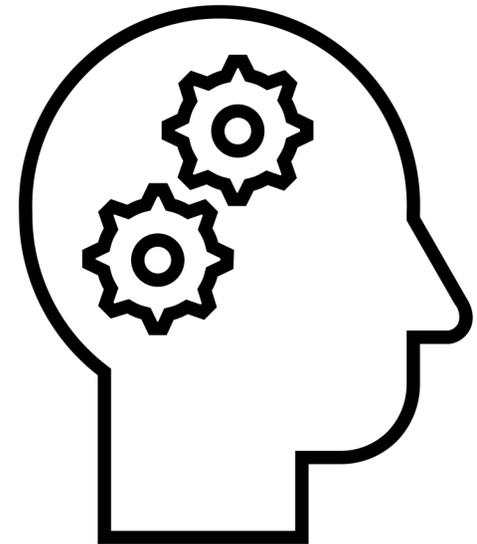
SELF-AWARENESS	SELF-MANAGEMENT	SOCIAL AWARENESS	RELATIONSHIP MANAGEMENT
Emotional self-awareness	Emotional self-control	Empathy	Influence
	Adaptability		Coach and mentor
	Achievement orientation	Organizational awareness	Conflict management
	Positive outlook		Teamwork
			Inspirational leadership

EMOTIONAL INTELLIGENCE

SELF-AWARENESS

Your ability to accurately perceive your emotions and stay aware of them as they happen. This includes keeping on top of how you tend to respond to specific situations and certain people.

From Bradberry and Greaves



DISCERNMENT

DEEP BREATHING TO THINK



**Oxygen
nourishes
the brain.**

Shallow
breathing
doesn't
allow for
problem
solving.

CONFIRMATION BIAS

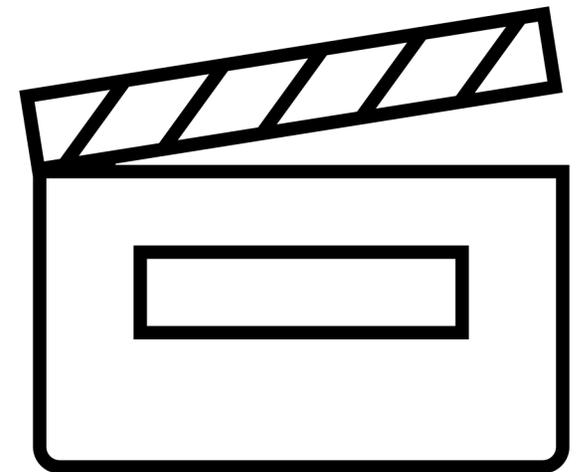


EMOTIONAL INTELLIGENCE

SELF-MANAGEMENT

Your ability to use awareness of your emotions to stay **flexible** and **positively** direct your behavior. This means managing your emotional reactions to all situations and people.

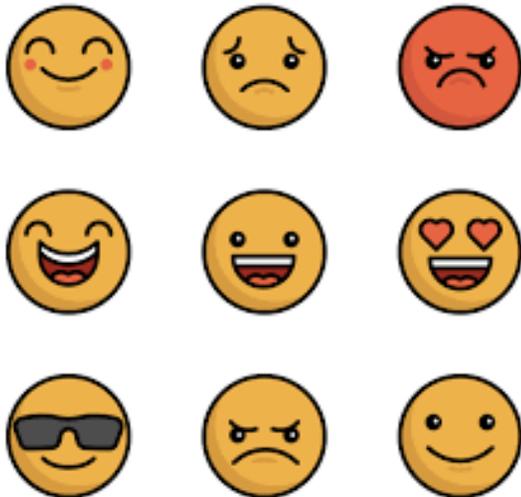
From Bradberry and Greaves



UNITY OF HEART AND MIND

EMOTIONAL INTELLIGENCE

FEELING



DISCERNMENT

VALUE ACTION

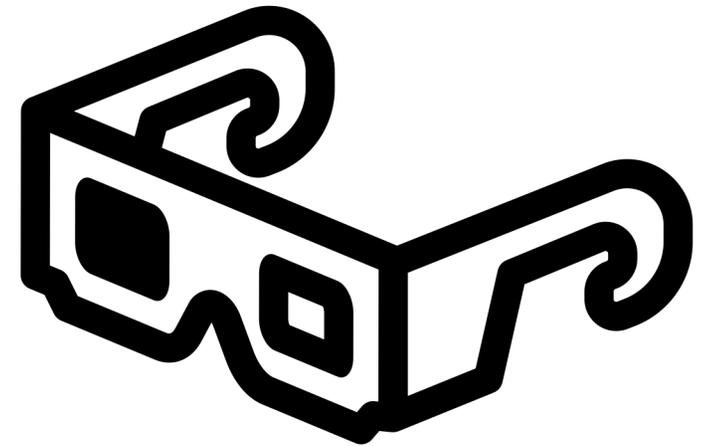


EMOTIONAL INTELLIGENCE

SOCIAL-AWARENESS

Your ability to accurately pick up on emotions in other people and get what is really going on. This often means understanding what other people are thinking and feeling, even if you don't feel the same way.

From Bradberry and Greaves



CURA PERSONALIS

EMPATHY IS HUMAN RADAR

INTUITION
IN TO YOU



EMPATHIC LEADERSHIP

COGNITIVE

I see you

EMOTIONAL

I feel you

COMPASSION

I help you

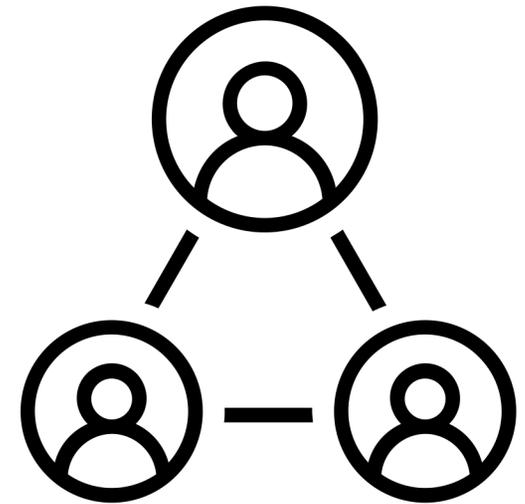


EMOTIONAL INTELLIGENCE

RELATIONSHIP SKILLS

Your ability to use awareness of your emotions and the emotions of others to manage interactions **successfully**. Letting emotional awareness guide clear communication and effective handling of conflict.

From Bradberry and Greaves



FOR AND WITH OTHERS

PLATINUM RULE



Dr. Tony Alessandra

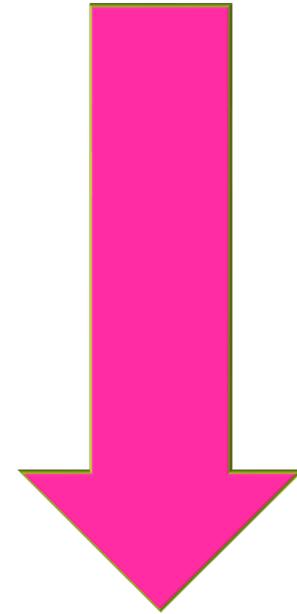
HOW IT REALLY WORKS

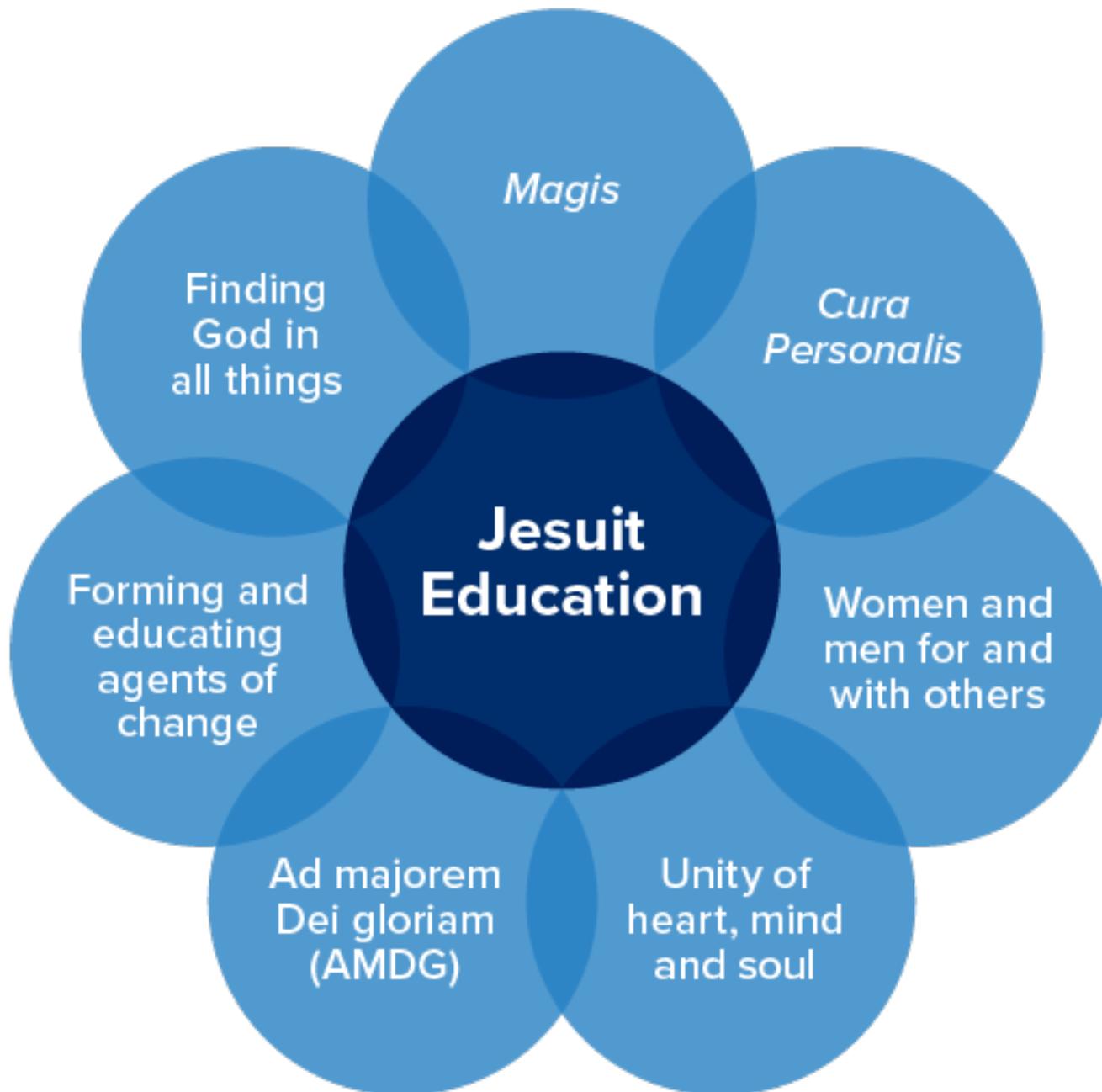
Relationships

Trust

Vulnerability

- LOVE
- BELONGING
- HUMAN CONNECTION







MICHAEL
SGRO LEADERSHIP
COACHING

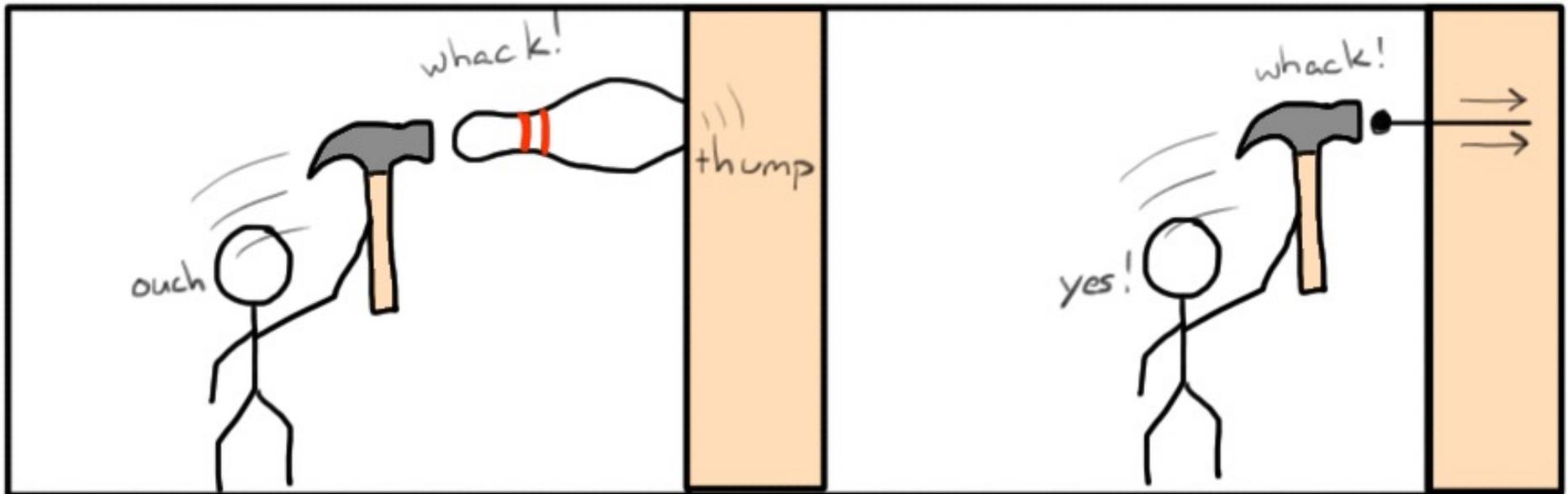
Le Moyne College Leadership Symposium

PROFESSIONAL
ADULTING

#SgroSpeaks

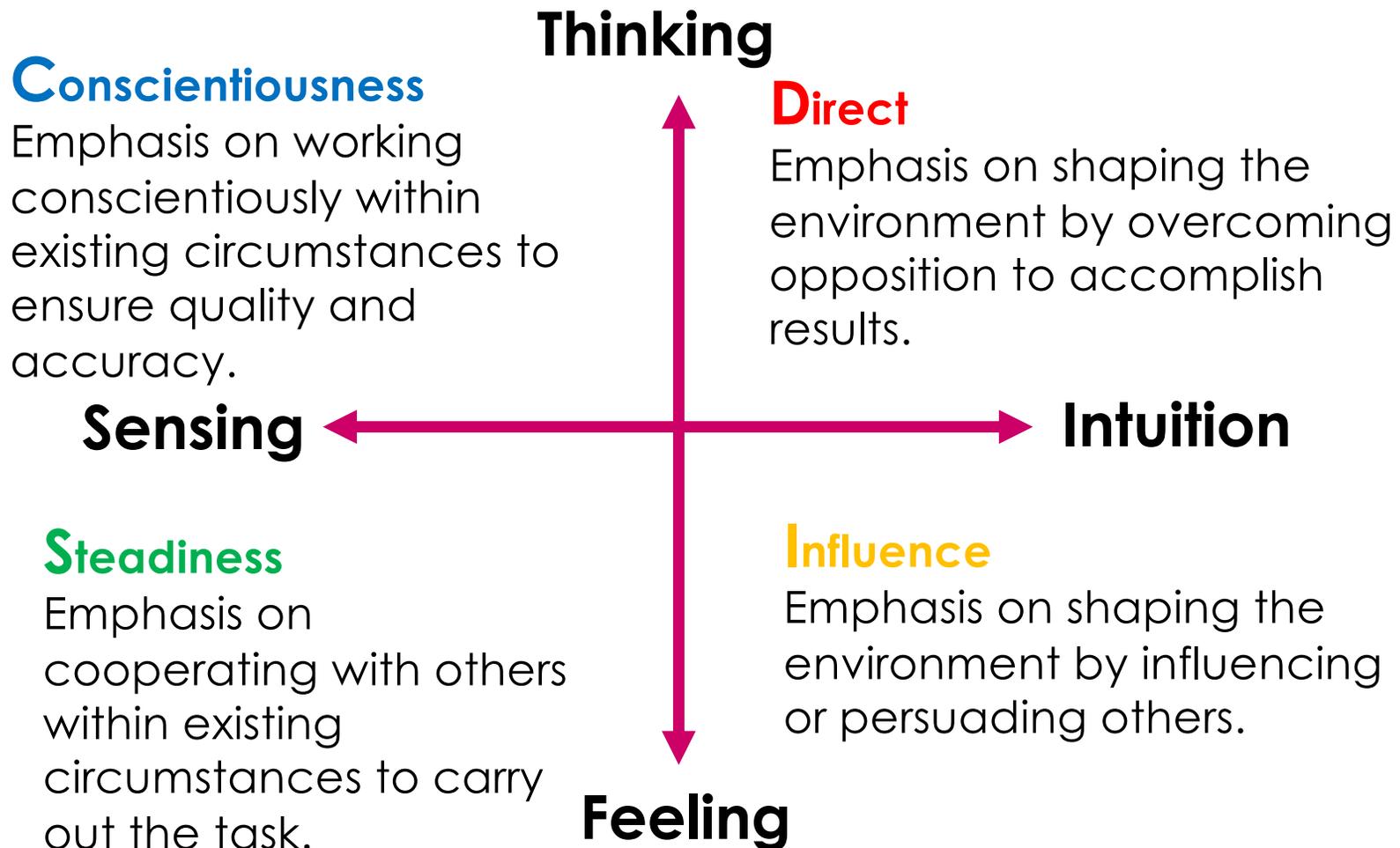


PRESSURE SITUATIONS



**UNDER PRESSURE/STRESS,
WE OVERUSE OUR STRENGTHS.**

HUMAN BEHAVIOR





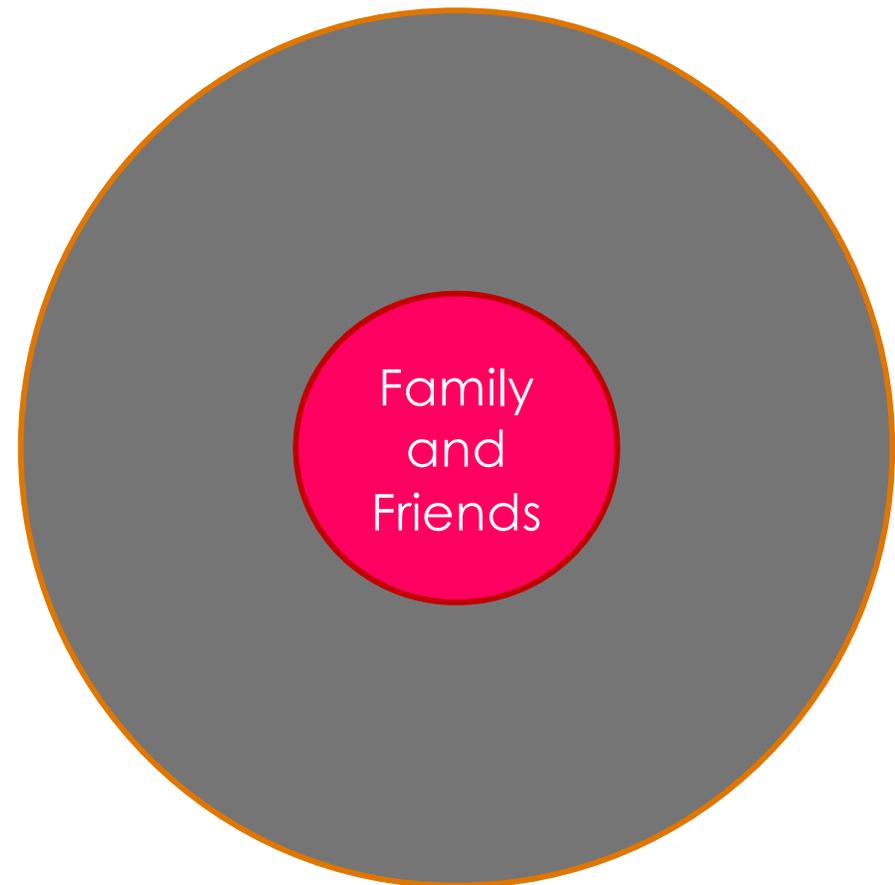
“Don’t dig the **well** when
you need the **water**.”

THE RESEARCH: NETWORKING

Acquaintances

Mark Granovetter (1973) published *The Strength of Weak Ties*.

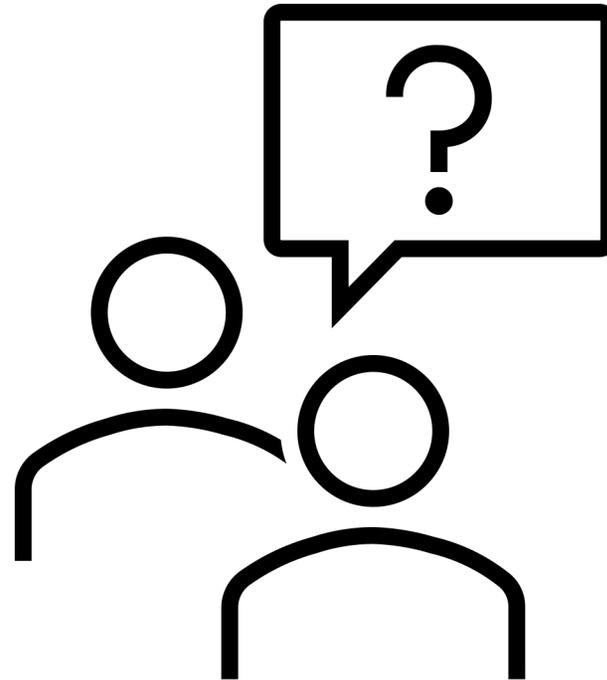
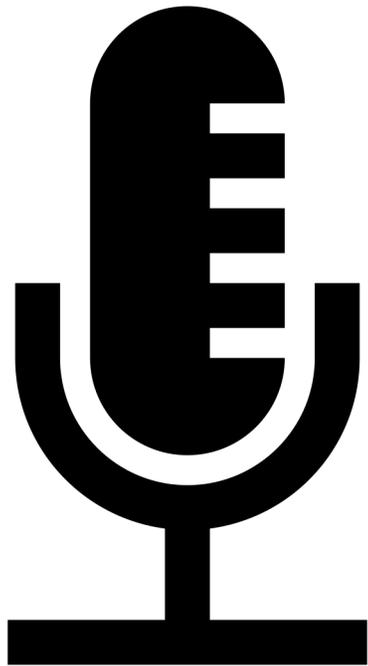
Source Wikipedia on Interpersonal Ties.



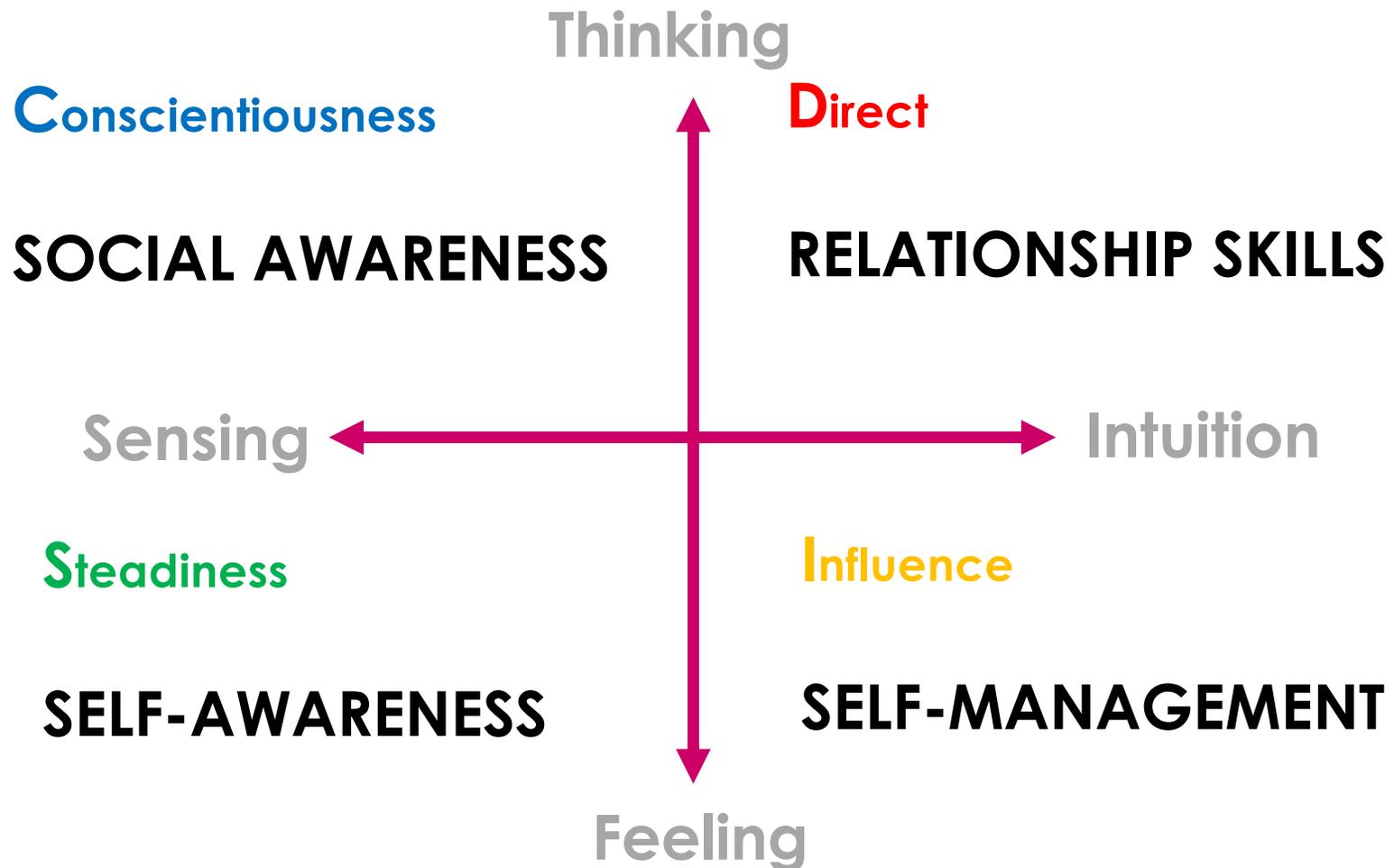
THE POWER OF LINKEDIN

- ❑ Make your headline pop
- ❑ Become a superstar
- ❑ Beat the algorithm/
Share your work
- ❑ Join and participate in groups
- ❑ Use the alumni grid
- ❑ Informational Interviews
- ❑ Endorse and recommend
- ❑ Make it a HABIT

OPEN DISCUSSION



HOMework: PRACTICE YOUR SKILLS



A vintage, slightly blurred photograph of a group of people outdoors. In the center, a young boy with dark hair is making a peace sign with his hands. He is wearing a light-colored t-shirt. To his right, a woman in a white sleeveless top is smiling. Other people are visible in the background, some out of focus. The overall tone is warm and nostalgic.

Be yourself.

MichaelSgro.com