BREAKTHROUGH TO UNBELIEVABLE LEADERSHIP™

EQ VS. IQ
WHAT IS IT...AND WHY IS IT IMPORTANT?

PRESENTED BY DR. DEBRA DUPREE
RELATIONSHIPS AT WORK, INC. 1-800-743-1973
What is Emotional Intelligence Awareness?
“Courage is…
what it takes to stand up and speak…

Courage is also…
what it takes to sit down and shut up!”

Winston Churchill
THE POWER OF CONNECTIONS

1) What are you good at when dealing with emotion? Not so good?

2) How do you impact others...what kind of reaction do you get?

3) What underlying emotion tends to drive your behavior? Do you know?
Intelligence vs. Emotional Intelligence

Balanced performance & decision making

Self awareness
Motivation
Self management
Social skills
Empathy

IQ
EQ

Intelligence vs. Emotional Intelligence
WHAT DOES EMOTIONAL INTELLIGENCE LOOK LIKE?

- Curiosity about people you don't know
- You're a good leader
- When you're upset, you know exactly why
- You get along with most people
- You're a good judge of character
- You know how and when to say "no."
- You know how to pay attention
- After you fall, you get right back up
4 COMPONENTS OF EMOTIONAL INTELLIGENCE

- Self Awareness
- Social Awareness
- Self-Management
- Relationship Management
SELF-AWARENESS

- Aware of own emotional state
- Can make accurate self-assessments
- Is confident
## Triune Brain Theory

<table>
<thead>
<tr>
<th>Lizard Brain</th>
<th>Mammal Brain</th>
<th>Human Brain</th>
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</thead>
<tbody>
<tr>
<td>Brain stem &amp; cerebellum</td>
<td>Limbic System</td>
<td>Neocortex</td>
</tr>
<tr>
<td>Fight or flight</td>
<td>Emotions, memories, habits</td>
<td>Language, abstract thought, imagination, consciousness</td>
</tr>
<tr>
<td>Autopilot</td>
<td>Decisions</td>
<td>Reasons, rationalizes</td>
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</table>

The Triune Brain in Evolution, Paul MacLean, 1960
FOUR CORE EMOTIONS
DRIVING BEHAVIOR

Fear/Surprise

Anger/Disgust

Shame/Sadness

Love/Enjoyment
<table>
<thead>
<tr>
<th>HIGH</th>
<th>MEDIUM</th>
<th>LOW</th>
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<tbody>
<tr>
<td>FEAR / SURPRISE</td>
<td>ANGER / DISGUST</td>
<td>SHAME / SADNESS</td>
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<tr>
<td>Terrified</td>
<td>Fury</td>
<td>Despair</td>
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<tr>
<td>Dreading</td>
<td>Hostility</td>
<td>Depression</td>
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<td>Fearful</td>
<td>Hatred</td>
<td>Grief</td>
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<tr>
<td>Afraid</td>
<td>Animosity</td>
<td>Loneliness</td>
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<td>Hurt</td>
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<td>Anxious</td>
<td>Exasperation</td>
<td>Hopelessness</td>
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<tr>
<td>Insecure</td>
<td>Antipathy</td>
<td>Sorrow</td>
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<td>Intimidated</td>
<td>Resentment</td>
<td>Unhappiness</td>
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<tr>
<td>Nervous</td>
<td>Mad</td>
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<td>Worried</td>
<td>Frustration</td>
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<td>Uneasy</td>
<td>Annoyance</td>
<td>Self-pity</td>
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<td>Concerned</td>
<td>Irritation</td>
<td>Distress</td>
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<td>Shocked</td>
<td>Revulsion</td>
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SELF-MANAGEMENT

- Self-control over impulses
- Emotionally transparent
- Adaptable to change
- Achievement oriented
- Sustain self motivation
- Optimistic
SOCIAL AWARENESS

• Is empathic
• Is aware of impact on others
• Has organizational awareness
RELATIONSHIP MANAGEMENT

• Able to manage conflicts
• Influential & inspirational
• Collaborates & develops others
WHAT IMPACTS BEING A GOOD LISTENER?

Activity – Two Minutes of Passion

Michelle LeBaron: Cross Cultural Communications
IMPORTANCE OF EMOTIONAL INTELLIGENCE

- Leadership
- Management
- Sales
- Teamwork
- Social enhancement
- Personal enhancement

Enriching your life in every way!
IMPROVING EMOTIONAL INTELLIGENCE

- Learn to identify emotions and reactions
- Learn to manage thoughts
- Learn to self motivate
- Learn to listen to others

Self-Assessment available
YOUR ACTION PLAN

• STOP: What will you stop doing because it doesn’t work or get you where you want to go?

• START: What will you commit to doing differently?

• GO: What will you continue to do because it’s effective?
FOUR STEPS TO EMOTIONAL INTELLIGENCE FOR UNBELIEVABLE LEADERSHIP

Strengthen Relationships, Increase Positive Impact and BE HAPPY!

Thank you!

Dr. Debra Dupree
Hi, I’m Dr. Deb Dupree
…and I’m here to set you free.

If you have to fight, to make things right, and you’re not sure, how to find a cure for the people problems of the day, I can help in a very special way.

Sticks and stones may break bones, but confrontations leave you all alone. I bring peace where there once was strife. So everyone can live a more peaceful life.

I heal conflicts so everyone wins by finding ways to overcome one’s sins. If you have a problem that needs resolving, come talk to me to find the path to peace and be set free.

I’m Dr. Deb Dupree, a business psychologist, conflict mitigator, and communications coach who transforms organizations and individuals to become peaceful and profitable.

When do you want to make a difference in your life? As Tony Robbins says, how about NOW as a good time to make that happen? Call me…