

# Emotional Intelligence

*Truly effective leaders are also distinguished by a high degree of emotional intelligence. Enhance your team with the help of our program.*

## Program Details

- One ½ day workshop for as many participants required.
- Learn additional techniques that sales professionals can utilize to achieve a higher level of performance.
- Understand their own emotional triggers and leverage their strengths.
- Self-Assessments included:
  - Gauging your Emotional Intelligence Assessment.
  - Thomas Kilmann Instrument (TKI) Assessment.

## Your Takeaways

- Understand the science behind the emotion and utilizing self-assessment results.
- Have a positive influence on the emotions and motivation of others.
- Skills to influence, inspire and motivate.
- Positive techniques to manage conflict.
- How to build and strengthen your and your team's Emotional Intelligence.
- Use emotions to propel positive outcomes in stressful situations.
- Use recognize and address the negative consequences of unmanaged emotions in the workplace.
- Identify your triggers and techniques for managing them.
- The use of emotions as a sales tool.



**Training Length**

**Half Day**