



IMS Brussels

The Institute for Management Studies, 201 West Liberty Street, Suite 100, Reno NV 89501

SUBJECT	EMOTIONAL INTELLIGENCE: HOW IT IMPACTS YOUR PERFORMANCE AS A LEADER		
FACULTY	DR. JAN DERKSEN		
LOCATION	Renaissance Brussels Hotel Rue du Parnasse 19, Brussels, 1050 Belgium 32 2 5052929	DATE	Tuesday, May 18, 2010
		REGISTRATION	8:30 AM
		SESSION	9:00 AM - 4:00 PM

TIME TOPICS

10%	Developmental Vision • Adaptation, reality testing
10%	Business Understanding • Adaptation
15%	Innovation • Not too high on impulse control • Self actualization
10%	Enterprising • Adaptation
10%	Driving the business • Intrapersonal
20%	People management • Interpersonal • Adaptation • Intrapersonal
10%	Leading a culture of teamwork • Interpersonal
10%	Interpersonal Management • Interpersonal
5%	Personal Management • Intrapersonal

SEMINAR DESCRIPTION

This workshop offers a fresh and engaging look at emotional intelligence (EI). After exploring some of the theory behind EI, over the course of the day, participants will form small groups and examine, from a personal perspective, the core traits and capabilities that are part of EI. In these exercises participants will try to explore their own strengths and weaknesses in relation to the various components of EI, such as emotional self-awareness and empathy. Each small group discussion will be followed by a full group discussion of the problems participants encountered in trying to discover their personal strengths and weaknesses.

FOR RESERVATIONS

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FACULTY



DR. JAN DERKSEN studied journalism in Utrecht; then psychology and sociology at the Radboud University of Nijmegen. In 1978 he finished his clinical psychology education. In 1983 he defended his doctoral dissertation, a study in indications for psychological treatment. Since 1979 he's worked at the Department of Clinical Psychology of the Radboud University of Nijmegen as an associated professor in psychological assessment. In addition to his university work, in 1978 he started a psychotherapeutic practice in primary health care. At the moment about 15 colleagues are working here. Further he founded a psychological education and teaching centre and a publishing company for psychological tests. He has had extensive postdoctoral training in cognitive behavioral and psychodynamic psychotherapy. In 1998 he accepted a position as full professor at the Free University of Brussels in Belgium. He teaches psychodynamic psychotherapy there. In his scientific work for years he was committed to issues in psychological assessment, the diagnosis of personality disorders and adapting questionnaires. About these and other clinical psychological subjects he authored and co-authored 28 books and more than 160 articles (Dutch and English language). He also wrote columns for journals and magazines, recently about narcissistic disorders amongst managers and politicians. His research group adapted the currently best test for emotional intelligence. This work has been received very enthusiastically in the corporate and educational world. He was invited to give many lectures on the topic of emotional intelligence worldwide for managers and for teachers. Besides lectures he has contributed to many television and radio programs and developed a coaching program for emotional intelligence. For a number of companies he acts as an advisor and as coach for members of the board. Recent clients and presentations include NOVO in Copenhagen, Rotterdam School of Management, Twijnstra & Gudde - Amersfoort, Philips, and ABN-AMRO.

GUIDE TO PARTICIPANT SELECTION

SENIOR EXECUTIVE
(Pres, Exec & Sr. VP)

EXECUTIVE
(VP & General Mgr)

SENIOR MANAGER
(Div. & Reg. Mgrs)

MIDDLE MANAGER
& SUPERINTENDENTS

3	3	3	3	3	3	3	3	3	3	3	3	3	3
3	3	3	3	3	3	3	3	3	3	3	3	3	3
2	1	1	2	2	2	2	1	1	2	2	1	1	1
1	1	1	1	2	1	1	1	1	1	1	1	1	1
Admin	Distrib	Engr	Finc	H.R.	Legal	Mktng	IT	Ops	Plng	Pchsg	R&D	Sales	

APPLICABILITY

"1" indicates primary target audience

"2" indicates a good fit if the level of material is appropriate

"3" indicates (in the opinion of the Institute and faculty) limited applicability.

FOCUS

PRIMARY

LEADERSHIP DEVELOPMENT:

Adaptability, Communication, Creativeness, Developmental Perspective, Empathy, Initiative, Interpersonal Relations, Judgment, Motivation, Timing

SECONDARY

EXECUTING/CONTROLLING/EVALUATING:

Decision Making, Use of Authority, Direction, Coordination, Guidance, Discipline

TERTIARY

PLANNING/ORGANIZING:

Problem Identification, Analysis, Evaluating Alternative Solutions

LEVEL

Introductory Intermediate Advanced