



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

SUBJECT	THE EMOTIONALLY INTELLIGENT LEADER: HOW YOUR EI DETERMINES YOUR LEADERSHIP EFFECTIVENESS		
FACULTY	DR. HENDRIE DAVIS WEISINGER		
LOCATION	Renaissance Woodbridge Hotel 515 Route 1 South, Iselin, NJ 08830 (732) 634-3600	DATE	Tuesday, June 15, 2010
		REGISTRATION	8:30 AM
		SESSION	9:00 AM - 4:00 PM

TIME TOPICS

20%	Emotional intelligence and the four functions of leadership
20%	Assessing your emotional intelligence at work
20%	Five competencies of the emotionally intelligent leader
20%	Applying your emotional intelligence
20%	Building the emotionally intelligent organization

SEMINAR DESCRIPTION

Effective leaders take all forms and shapes. But characteristic of all of them is a high degree of what psychologists call *emotional intelligence*, the ability to use your emotions, feelings, moods - and those of others - as a source of information to help you navigate through life more effectively. There is now an abundance of research indicating that emotional intelligence is more important than technical skills, or traditional cognitive skills, in shaping our leadership effectiveness. Furthermore, there is mounting evidence that an organization's success is directly related to the emotional intelligence level of its leaders. As the business environment continues to change, emotional intelligence skills will become increasingly important in determining who succeeds and who fails. This presentation will help participants develop the emotional intelligence competencies required by a position of leadership. Participants will assess, develop, and apply their own emotional intelligence and will learn how to cultivate emotional intelligence in their organization.

FOR RESERVATIONS

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FACULTY



DR. HENDRIE DAVIS WEISINGER is a licensed psychologist with experience in clinical, counseling, and organizational psychology. He is the originator of criticism training and a leading authority on anger management. Dr. Weisinger teaches in UCLA's Executive Education and MBA programs, and lectures for other leading business schools throughout the country, including Wharton and Cornell University. He has consulted with, and conducted workshops for, numerous Fortune 500 companies, such as IBM, AT&T, Unisys, Intel, Control Data, Fireman's Fund, DEC, Hyatt, Hughes Aircraft, Warner Lambert, Pacific Bell, Sheraton, ARCO, TRW, and Rockwell. Dr. Weisinger's expertise has also been sought out by government agencies, including The U.S. Justice Department, Secret Service and the National Security Agency. His work has been featured in *BusinessWeek*, *The New York Times*, *TV Guide* and dozens of other national magazines and newspapers. He has written several articles for *The Wall Street Journal*, including "So You're Afraid to Criticize Your Boss?", which was selected as one of the 60 best articles ever to appear in the "Manager's Column." Dr. Weisinger has also been a guest expert on over five hundred television and radio shows, including *The Today Show*, *Good Morning America* and *Oprah*. He is the author of the best sellers *Nobody's Perfect*, *Anger at Work*, and *Emotional Intelligence at Work*, an IMS Book of the Month selection. His latest book is *The Power of Positive Criticism*.

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