



# San Francisco

THE INSTITUTE FOR MANAGEMENT STUDIES, 6580 S McCarran Blvd., Suite B, Reno, NV 89509

SUBJECT	<b>THE EMOTIONALLY INTELLIGENT LEADER: HOW 'EI' IMPACTS YOUR PRODUCTIVITY AND EFFECTIVENESS</b>		
FACULTY	DR. HENDRIE DAVIS WEISINGER		
LOCATION	Carnelian Room/Bankers Club 555 California St., 52nd Floor, San Francisco, CA 94104 (415) 433-7500	DATE	Tuesday, November 17, 2009
		REGISTRATION	8:30 AM
		SESSION	9:00 AM - 4:00 PM

## TIME TOPICS

<b>20%</b>	Emotional intelligence and the four functions of leadership
<b>20%</b>	Assessing your emotional intelligence at work
<b>20%</b>	Five competencies of the emotionally intelligent leader
<b>20%</b>	Applying your emotional intelligence
<b>20%</b>	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

**Ginny Von der Schmidt**  
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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