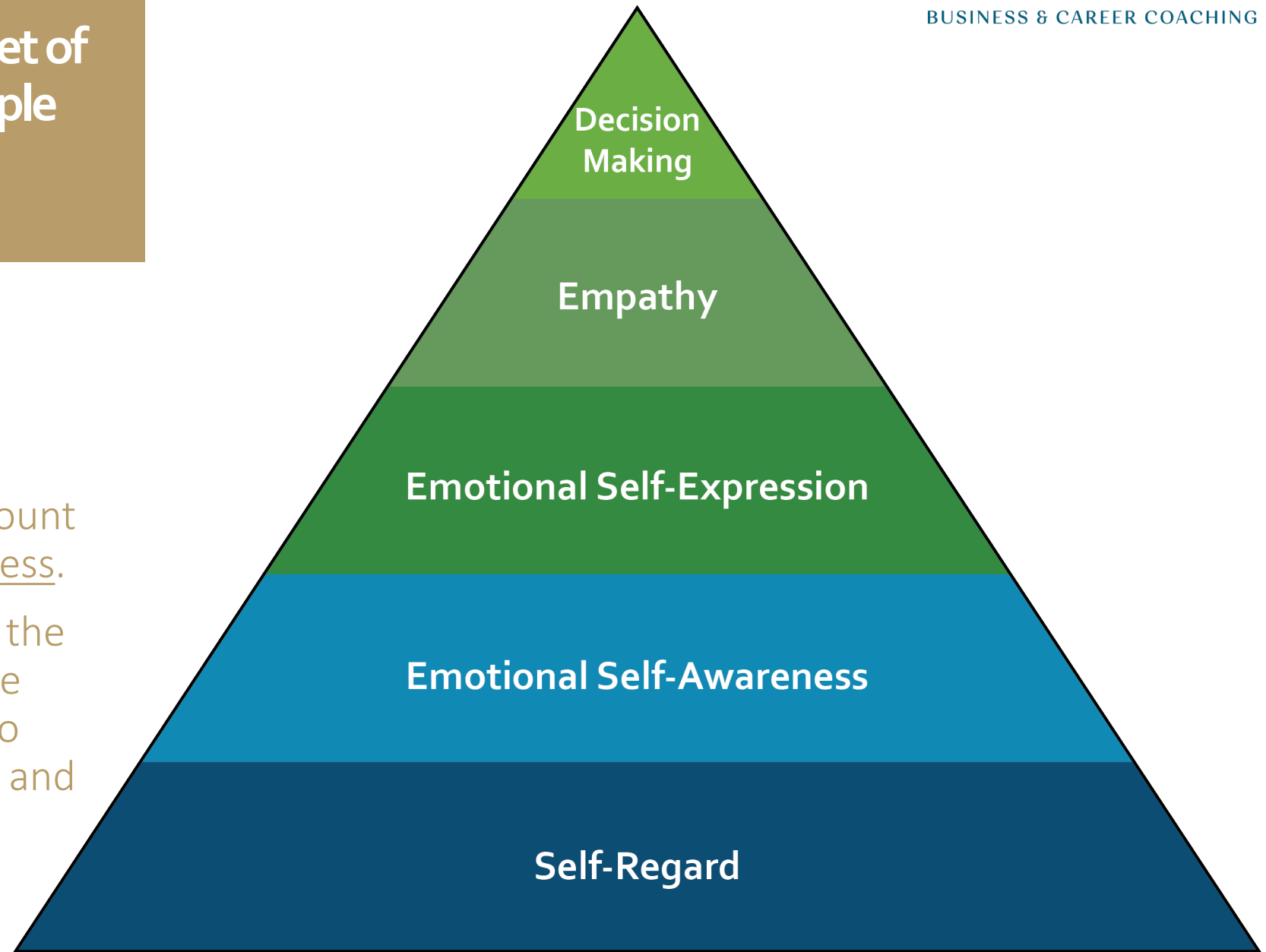


Emotional intelligence is a set of skills for understanding people

And why they do what they do.

Leadership is essentially about people—earning their trust and knowing how to influence and motivate them. That's why emotional intelligence skills account for 90% of leadership effectiveness.

When you know why others act the way they do, even when they are being irrational, you can begin to influence them, motivate them, and even inspire them.



What Emotions Are

Emotional Intelligence isn't about being emotional



Our emotions are a highly evolved system for assessing our surroundings and responding, particularly to threats.

We feel changes in our environment before we think about them.

Your feelings are telling you something. Other people's feelings are telling you something.

Top Five Threats in the Workplace



1. Lack of Respect
2. Being treated unfairly
3. Not being listened to
4. Being held to unrealistic deadlines
5. Being unappreciated for your efforts

These threats trigger a fight, flight, or freeze response, leading to distractions like territorialism, competition, and mistrust.



As a leader, you trigger the safety center or the threat-response center for those around you every time you interact with them.

What Emotional Intelligence Is

**Emotional
intelligence is:**

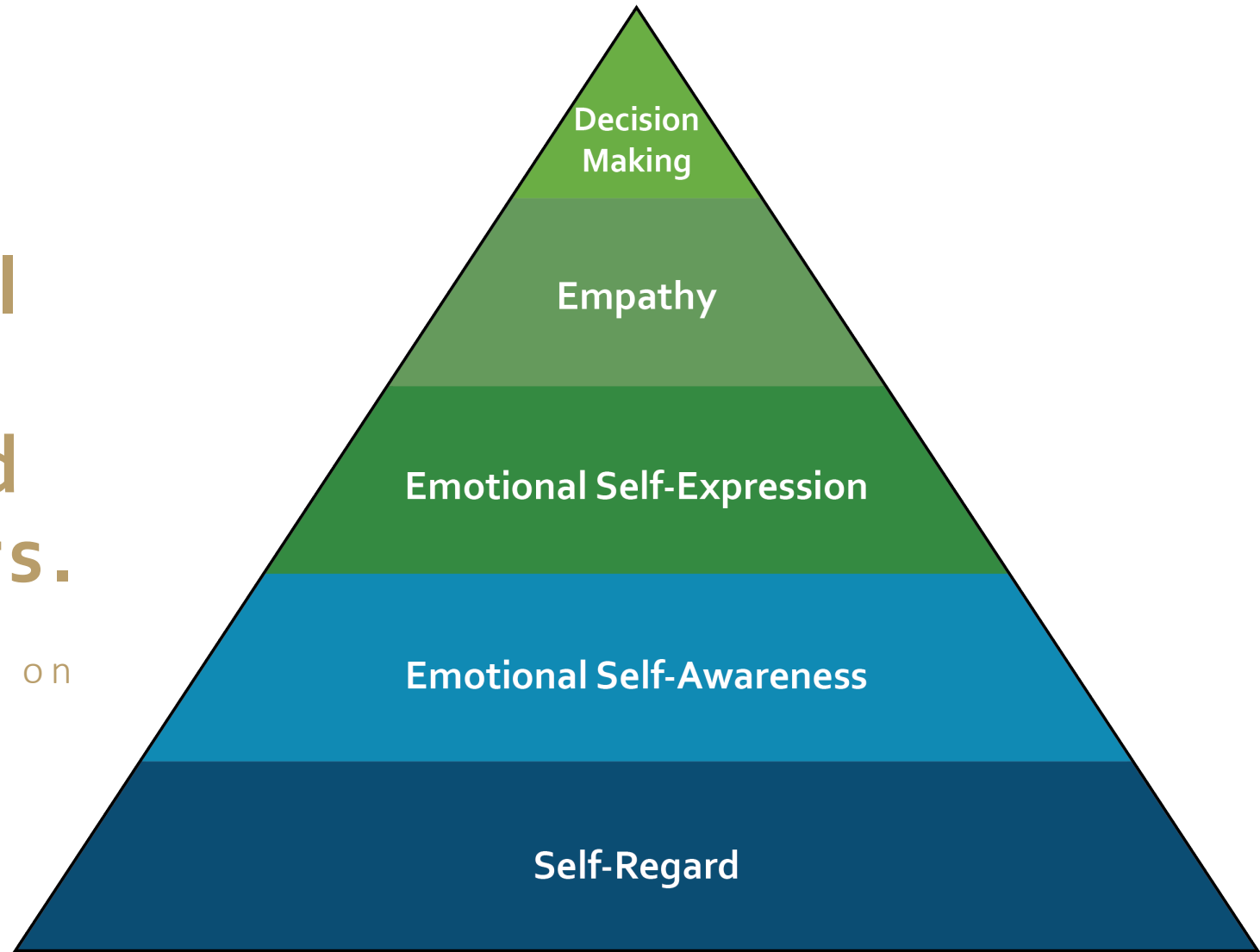
**The ability to be aware of
your own and others'
emotions and to use that
information *strategically* to
make better decisions.**

The Five Emotional Intelligence Skills Consistently Found in Effective Leaders.

Emotional Intelligence skills build on each other.

Self-Regard and Emotional Self-Awareness are foundational skills.

You need them to build the rest.



Are your emotional intelligence skills
high or low?

Download my guide to Emotional
Intelligence to find out how you rate.

[DOWNLOAD MY GUIDE TO EMOTIONAL INTELLIGENCE](#)

[BOOK A FREE CONSULTATION NOW](#)

LISA D. FOSTER

BUSINESS & CAREER COACHING

Lisa@LisaDFosterCoach.com

310-490-2787