

# EMOTIONAL INTELLIGENCE



THE COACHING MASTERS

# EMOTIONAL INTELLIGENCE

## Emotional Intelligence (Daniel Goleman)

Constructed from the four dimensions studied by Goleman. This model aims to provide the coachee with a valid instrument to obtain improvements in the four dimensions of emotional intelligence.

SELF-AWARENESS	SOCIAL CONSCIOUSNESS
<ul style="list-style-type: none"><li>- How do you choose your thoughts on a daily basis?</li><li>- How aware are you of the impact of your emotions on your choices?</li><li>- How often are you able to recognize and name what you are feeling?</li><li>- How often do you experience negative feelings stemming from your thoughts? And positive?</li><li>- How often do you have empowering thoughts?</li><li>- How often do you have limiting thoughts?</li><li>- How do you assess the intent of the people who work with you? What are the consequences of these assessments?</li><li>- How do these attitudes affect your outcome?</li></ul>	<ul style="list-style-type: none"><li>- What is the impact of your leadership on others?</li><li>- What are the consequences of your approach for the quality of the work environment?</li><li>- What precautions do you take to preserve bonds in the work environment?</li><li>- What can you do to improve positivity in the workplace?</li><li>- What should you stop doing to improve positivity in the workplace?</li><li>- How important is it to know how you are seen by your team for achieving your goals?</li><li>- How does your performance interfere with the desire to do and the productivity of your team members?</li><li>- What actions, if you took, would increase the productivity of your team members?</li></ul>

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SELF-MANAGEMENT	RELATIONSHIP MANAGEMENT
<ul style="list-style-type: none"><li>- How often do you consciously choose your reactions to external stimuli, linking behaviors with outcomes?</li><li>- What external stimuli push you to your tolerance limit?</li><li>- How do you react in these situations? What has it cost you?</li><li>- What things if you did differently could help you get better results?</li><li>- What do you need to stop doing to get better results?</li><li>- When other people's results aren't satisfactory, what can you do differently?</li></ul>	<ul style="list-style-type: none"><li>- What behaviors impact the trust your team has in you?</li><li>- Which of your attitudes as a leader contribute to a good relationship with your team?</li><li>- Which of your attitudes can compromise the good relationship with the team?</li><li>- How much of what you say is represented in what you do?</li><li>- What can you do to reduce the GAP between how you see yourself and how you are seen?</li><li>- How often do you check if your followers are telling the truth, or test their loyalty?</li><li>- What consequences does this behavior bring to your results?</li><li>- What can you do to promote greater trust within your team?</li></ul>