

EMOTIONAL INTELLIGENCE  
SERIES

# Leading with Emotional Intelligence



## EMOTIONAL INTELLIGENCE SERIES

# Leading with Emotional Intelligence

### Standard Version

- Duration: 5 x 2.5 Hour group sessions over 5 weeks
- Investment: £1295 ex vat (includes course material and certificate)
- Includes: 1 hour one on one coaching session

### Premium Version

- Duration: 7 x 2.5 Hour group sessions over 7 weeks
- Investment: £1595 ex vat (includes course material and certificates)
- Includes: 1 hour one on one coaching session
- Delivery: Via Zoom

Please contact us for registration details, upcoming course dates, and any questions you may have.

+44 (0) 20 3375 1675  
richard@thebritishschoolofetiquette.com  
hello@thebritishschoolofetiquette.com  
www.thebritishschoolofetiquette.com

*"The seven week Leading with Emotional Intelligence programme proved to be an excellent experience for me, my family and my business. Sometimes in life, we think, "If only I had known that, then I could have handled myself better or made effective decisions." Authentic, unforced and expertly coached by Richard Cullinan, the Leading with Emotional Intelligence programme led me through well-structured exercises and discussions. Always supported by thoroughly researched reading materials. A timely nudge to anyone who is curious about extending their capabilities. The programme is changing the course of my life in a very sensible way" Stephen W*

## Course Introduction

"Until you make the unconscious conscious it will direct your life and you will call it fate." Carl Jung

On the Leading with Emotional Intelligence Standard programme, which runs for 5 weeks and is accredited by CPD Standards UK (22.5 hours of CPD), you will learn how to:

- Become aware of the way you think and feel and act and how other people do to
- Shift your mindset, change your paradigm and take new actions in your life that will give you new results
- Become more self-aware and in control of your inner voice, your body and your feelings
- Develop your emotional management skills so you don't have to be hijacked by your own emotions but rather experience the joy of managing your emotions well
- Develop a lifestyle that is conducive to emotional and physical well being
- Enhance your social intelligence so that you learn to communicate more effectively in society and in business
- Improve your relationships at home and at work so that you can have the positive emotional energy you need to achieve your goals

On the Leading with Emotional Intelligence Premium programme, which runs for 7 weeks and is accredited by CPD Standards UK (31.5 hours of CPD) and The Institute of Leadership and Management in the UK, you will learn how to:

- Complete the Standard programme
- Lead a diverse team of individual personalities with different characteristics and different types of intelligence
- Harness the power of diversity by delegating tasks according to your team members' strengths
- Lead your team to greatness by learning how to harness emotional capital and use it to add value to your team or business
- Develop a vision you have for your team or company which is compelling and exciting
- Understand what teams need in the 21st century so you know how to lead the people on your team
- Learn to practice servant leadership in a way which inspires performance and unlocks value
- Learn how to manage your time effectively
- Learn how to turn your vision into SMART goals

See overleaf for course breakdown.

# Leading with Emotional Intelligence

## Course Breakdown

MODULE ONE

### Introduction to Emotional Intelligence

- Understand the concept and definition of emotional intelligence to improve your personal and social competence
- Explore the value exchanged between your mental, physical, emotional and spiritual intelligence
- Take an EQ test to discover how well you are currently doing with your self-awareness, emotional management, self-motivation, empathy and social skills
- Define your current EQ strengths and weaknesses and set your EQ goals for the course
- Develop a plan to achieve your EQ goals based on your mindset and model of life and choose the actions you need to take to change the results you are getting in your life

MODULE TWO

### Self-Awareness

- Understand how your brain, body and emotional expression is defined by your circumstances, memories and conditioning
- Explore why you sometimes experience an emotional hijacking brought on by anger or fear
- Learn how to label and discover the source of your feelings
- Learn how to take control of your life, work and relationships by rewriting your script and the perceptions you have about your past
- Rewire your brain by establishing new affirmations which will have a profound impact on your life

MODULE THREE

### Self-Management

- Discover how negative and positive emotions impact your brain's performance
- Learn about the key drivers that allow your brain to think in an agile way
- Develop a growth mindset and positive attitude to help you deal with life's challenges and opportunities
- Learn how to reduce stress and get a handle on your anxiety
- Learn how to manage anger
- Discover how to replace negative self-talk with positive thinking
- Learn how to delay gratification and take control of your impulses
- Learn how to make effective decisions which take into account your feelings and the facts

## Leading with Emotional Intelligence

### Course Breakdown (Continued...)

MODULE FOUR

#### Social Awareness

- Learn how to develop empathy to be a far more effective communicator, socially and in business
- Learn how to organise groups, build personal connections and negotiate solutions
- Learn to balance social performance with emotional integrity and discover how you can become more open, transparent and likeable
- Learn to plan for an occasion, understand the culture game and how to join a conversation
- Learn how to make a great first impression and ask good open ended and leading questions
- Learn to make timing your friend and what not to say in a social or business setting

MODULE FIVE

#### Relationship Management

- Discover the five languages of love and how you prefer to give and receive love
- Understand why managing with your heart matters and learn to align your intentions with your impacts
- Learn how to build trust with people, keep an open door policy and show that you care about them
- Understand why you need to explain your decisions before making them
- Learn how to manage a difficult conversation as well as conflict in the workplace and at home
- Learn how to accept criticism well and deliver feedback that inspires, instructs and connects
- Learn how to initiate and implement change and handle people's responses to change

MODULE SIX

#### Leading a Diverse Team

- Discover whether you are an analyser, organiser, sensor or explorer type of personality
- Discover how you like to receive information, communicate, solve problems and make decisions
- Discover your dominant type of intelligence as described by Harvard Professor Howard Gardner's Multiple Intelligence theory
- Learn how to use this knowledge about your self to ensure you choose work aligned to your strengths
- Learn how to use this knowledge to delegate tasks to your team members' strengths and create collaborative, effective and cohesive teams

## Leading with Emotional Intelligence

### Course Breakdown (Continued...)

MODULE SEVEN

#### Leading Your Team to Greatness

- Explore how your vision, conscience, discipline and passion impacts the performance of your team
- Discover what high-performance teams need in the 21st Century and how you can fulfil those needs as a leader
- Examine the criteria for leading your team to greatness and what you need to do to develop your team in stages so that they can become self-managed and unleashed
- Interrogate the value that is exchanged between yourself, your team members and your company so that you can solve problems effectively, improve productivity and achieve better results for your stakeholders
- Learn how to invest your time wisely and set SMART goals to achieve the vision you have for your team

*"I took the Leading with Emotional Intelligence course and it was without a doubt the most insightful and valuable course I have ever participated in. The course was packed with relevant and detailed information that really helped me to get to know myself better and understand how to work with others effectively I was lucky enough to have been part of an amazing and talented group of people that I learned a lot from.*

*Richard is a fantastic tutor, he really listens to you and understands your struggles, his advice is on point and really helps you to move forward. This course has helped me so much personally, with my relationships and with my business too.*

*When I started I had very little confidence and working through each week with Richard, I managed to increase my confidence levels, understand and manage my emotions better, change my paradigm and mindset and know the tools to be an emotionally intelligent person. If you are thinking of booking a place on this course, I would say go for it! You get value constantly throughout the course." Lucrecia P*