

# Emotional Intelligence 101

Val Ries

# Agenda

- *Define Emotional Intelligence (EI)*
- *EI vs. Personality Assessments*
- *7 Levels of EI*
- *Big 4 Triggers*
- *Questions*

# EI Defined

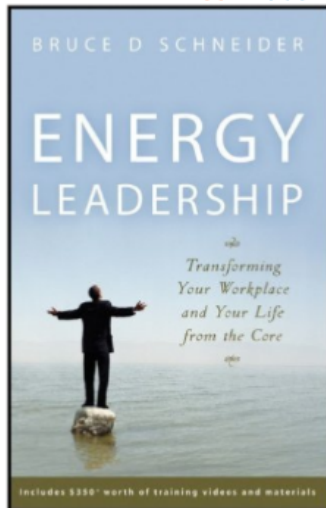
- Recognizing how your emotions can influence stress, productivity and relationships.
- Increased awareness can create different outcomes



# Energy Leadership

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## Energy Leadership: Transforming Your Workplace and Your Life from the Core Hardcover – November 9, 2007

by Bruce D. Schneider (Author)

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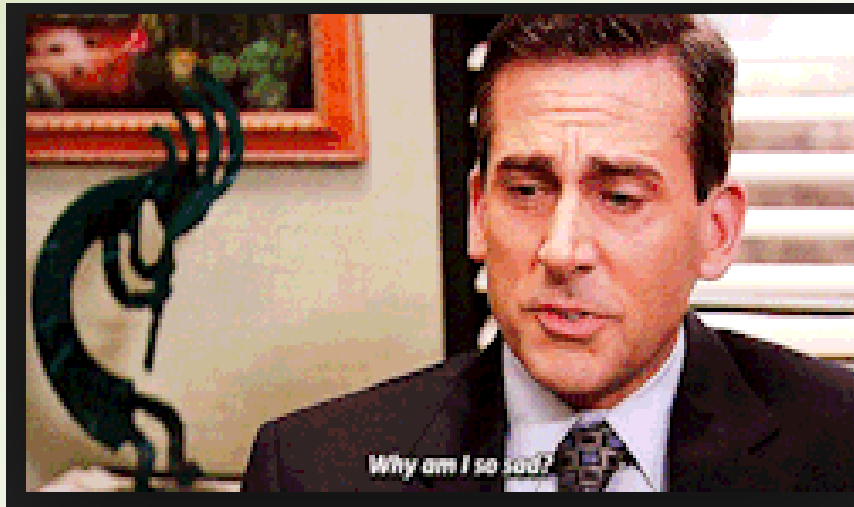
In Energy Leadership, renowned coach Bruce D. Schneider teaches how to understand the most important personal resource of all -- energy, and shows how to harness it to achieve success in the workplace, the home, and in the world at large. This engaging and fast-paced story clearly explains how managers and leaders from all walks of life can use the principles of Energy Leadership to inspire themselves and others to achieve extraordinary results in whatever they do. The author provides insight into a cutting edge coaching process he has developed, which has positively impacted the lives of tens of thousands of people in both the corporate and private sectors. You will learn how to: Recognize the seven distinct levels that are the key to understanding why everyone thinks and acts the

# Anabolic vs. Catabolic

- Cellular level, catabolism usually refers to a breakdown of complex molecules, while anabolism is the opposite.
- When you hear about a person's catabolic or anabolic energy, however, it's a broader statement about destructive and constructive forces in an **entire person**, who is made up not only **of individual cells** but also of anabolic and catabolic **thoughts and beliefs**.

# Level 1

- Emotions – Fear, worry, guilt, bummed out
- Actions – Passive, shut-down
- Thoughts – “I failed”, “Not valued”
- Advantage - Can disconnect, protect
- Disadvantage – Not engaged



# Level 2

- Emotions – Frustration, resentment, resistance
- Thoughts – “It’s because of...” “What’s wrong”
- Actions – Judgment, blame, finger pointing
- Advantage – Get things done
- Disadvantage – Alienate people, resentment





# In the box

J –

A –

I –

L –





# Level 3

- Emotions – coping, tolerating, forgiving
- Actions – Neutral, responsible, “It’s fine”
- Thoughts – “It’s because...”
- Advantage – go with things
- Disadvantage – May get complacent



# Level 4

- Emotions – grateful, caring
- Actions – helping, giving, collaborative, teamwork
- Thoughts – “I’m happy to help...”
- Advantage – Go above and beyond, solve problems
- Disadvantage – May get caught up in drama, fix-it



# Level 5

- Emotions – Accepting, Reconciling
- Actions – take little personally, solutions - driven
- Thoughts – “What’s the opportunity”
- Advantage – what’s right/instead of what’s wrong, solve problems, risk takers
- Disadvantage – Analysis paralysis, FOMO



# Level 6

- Emotions – Calm, peace, joy
- Actions – Intuitive, purposeful, creative, visionary
- Thoughts – “The experience is the opportunity”
- Advantage – Empathetic, connect without judgment
- Disadvantage – May seem dismissive, aloof



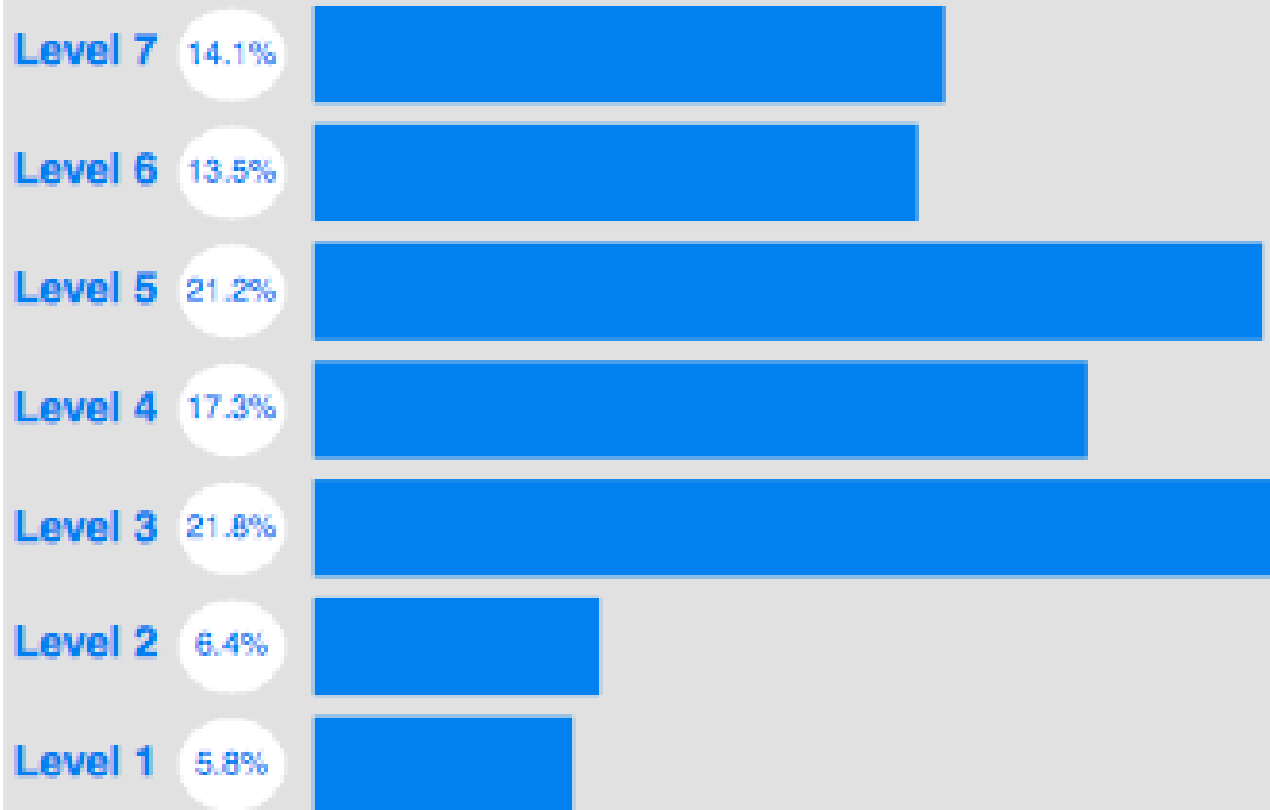
# Level 7

- Emotions – Zen, fearlessness, passionate
- Actions – Genius thinking, brilliant ideas, completely objective
- Thoughts – Connected to highest order, create from any level they choose
- Advantage – Pioneers can create something from nothing
- Disadvantage – Can be perceived as disconnected



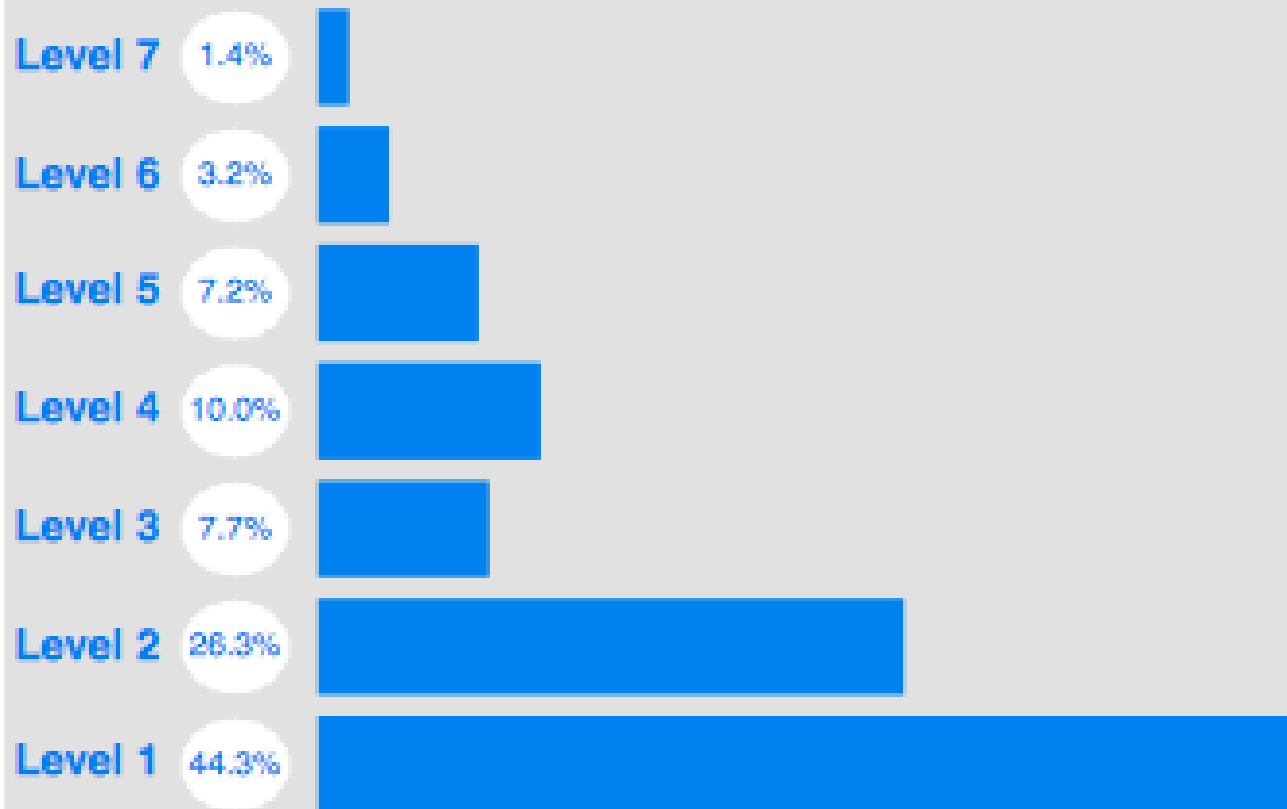
# Energy Leadership

## Your Energetic Profile



# Energy Leadership

## Your Energetic Stress Reaction





# Disney



# Questions

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