

PERSONAL STRENGTH
CAREER COACHING

10X YOUR CAREER

EQ



Self-Awareness



Self-Management



Social Awareness



Relationship Management

THE KEY TO CAREER SUCCESS

EMOTIONAL INTELLIGENCE

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Understanding Emotional Intelligence (EQ) and Why It's More Important Than IQ

What Is Emotional Intelligence (EQ)?

Emotional Intelligence is the ability to recognize, understand, manage, and influence your own emotions and those of others.

Unlike IQ (Intelligence Quotient), which measures cognitive abilities such as logical reasoning and problem-solving, EQ focuses on emotional and social competencies.

Why Emotional Intelligence Matters More Than IQ
While IQ is important for academic and technical skills, EQ is increasingly recognized as a critical factor for success in life and work.



"Technical skills & IQ alone are not enough. High achievers tap into their EQ to better understand, manage, and influence emotions, both their own and others. I truly believe that developing your EQ is one of the most powerful ways to 10x your career."

- Sheri Bardot

What EQ can do for you.

Career Success:

Studies show that people with high EQ are more likely to succeed in leadership roles, build effective teams, and navigate workplace challenges. EQ is linked to better job performance, adaptability, and career advancement

Leadership and Influence:

Leaders with high EQ inspire and motivate others, create inclusive environments, and drive organizational success. They are skilled at managing change, resolving conflicts, and making ethical decisions.

"75% OF CAREERS ARE DERAILED FOR REASONS RELATED TO EMOTIONAL COMPETENCIES, INCLUDING INABILITY TO HANDLE INTERPERSONAL PROBLEMS; UNSATISFACTORY TEAM LEADERSHIP DURING TIMES OF DIFFICULTY OR CONFLICT; OR INABILITY TO ADAPT TO CHANGE OR ELICIT TRUST."
— THE CENTER FOR CREATIVE LEADERSHIP



Power of EQ

Personal Relationships:

High EQ helps individuals communicate effectively, resolve conflicts, and build trust with others.

It fosters empathy and understanding, which are essential for healthy personal and professional relationships.

Mental Health & Well-being:

People with high EQ are better at managing stress, coping with setbacks, and maintaining a positive outlook.

EQ is associated with greater resilience, happiness, and overall life satisfaction.

"AS MUCH AS 80% OF ADULT 'SUCCESS' COMES FROM EMOTIONAL INTELLIGENCE." —
DANIEL GOLEMAN



Understanding of the Four Key Components of Emotional Intelligence



Self-Awareness:

Definition: Recognizing and understanding your own emotions, strengths, weaknesses, and values.

Importance: Self-awareness is the foundation of emotional intelligence. It allows you to understand how your feelings affect your thoughts and behaviors.



Self-Management

Definition: The ability to regulate your emotions, especially in stressful situations.

Importance: Effective self-management helps you stay calm, think clearly, and make better decisions under pressure.



Social Awareness

Definition: Understanding the emotions, needs, and concerns of others.

Importance: Social awareness enables empathy, improves communication, and fosters strong relationships.



Relationship Management

Definition: The ability to develop and maintain healthy relationships, inspire others, and manage conflict.

Importance: Strong relationship management skills are essential for teamwork, leadership, and collaboration.

10 EXERCISES TO 10X YOUR CAREER

You can use these exercises to develop your (EQ) across the core domains. Each exercise is designed to be actionable and can be completed daily.

1-Self-Awareness: Emotional Journaling Exercise

Keep a daily journal where you record your emotions throughout the day. For each entry, note:

- What happened? (Briefly describe the situation)
- How did you feel? (Identify the emotion: angry, sad, anxious, happy, etc.)
- Why did you feel that way? (What triggered the emotion?)
- How did you respond? (What did you do or say?)

Purpose: This practice helps you recognize emotional patterns and triggers, increasing self-awareness.

2-Self-Management: The Pause Technique Exercise

When you notice a strong emotion (especially anger or frustration), pause for 10 seconds before reacting. During this pause: Take 3 deep breaths.

- Ask yourself: "What am I feeling? Why?"
- Consider: "How do I want to respond?"

Purpose: This builds emotional control and helps you respond thoughtfully rather than react impulsively.



3-Self-Management: Gratitude Practice Exercise

Every evening, write down three things you are grateful for. Reflect on why each one matters to you.

Purpose: Gratitude shifts your focus to positive emotions, improving emotional balance and resilience.

4-Social Awareness: Active Listening Exercise

In your next conversation, practice active listening: Focus entirely on the speaker. Avoid interrupting. Nod and use verbal cues ("I see," "Tell me more"). Summarize what you heard before responding.

Purpose: This exercise enhances empathy and helps you better understand others' emotions and perspectives.

5-Social Awareness: Perspective Taking Exercise

Think of a recent conflict or disagreement. Write down the situation from your perspective, then try to write it from the other person's point of view.

Purpose: This builds empathy and helps you see situations through others' eyes.



6-Relationship Management: Constructive Feedback Exercise

Give someone specific, actionable, helpful feedback today. For example: "I really appreciated how you handled that interruption calmly. It made a big difference in the meeting. Next time it may be a good idea to let everyone know that you will answer questions at the end of the meeting."

Purpose: Constructive feedback strengthens relationships and builds trust.

7-Relationship Management: Conflict Resolution Role-Play Exercise

With a partner, role-play a difficult conversation. Practice: Staying calm. Use "I" statements ("I feel... when... because..."). Seek win-win solutions.

Purpose: This prepares you to handle real-life conflicts with emotional intelligence.

8-Self-Management: Stress Reduction Techniques Exercise

Practice a simple stress reduction technique daily, such as:

Deep breathing (inhale for 4 counts, hold for 4, exhale for 6).

Progressive muscle relaxation (tense and release each muscle group).

Purpose: Regular stress management improves emotional balance and self-control.



LET'S PUT IT ALL TOGETHER

EQ Development Challenge

Exercise:

For one week, choose one or several EQ skill to focus on each day (e.g., Monday: Self-Awareness & Social Awareness, Tuesday: Self-Management , etc.). You can use the chart below to help organize your week.

At the end of the week, write in your journal and reflect on any internal or external challenges that came up and how you plan to overcome them.

EQ SKILL	EXERCISE	PURPOSE
SELF-AWARENESS	EMOTIONAL JOURNALING	RECOGNIZE PATTERNS & TRIGGERS
SELF-MANAGEMENT	PAUSE TECHNIQUE	BUILD EMOTIONAL CONTROL
SOCIAL AWARENESS	ACTIVE LISTENING	ENHANCE EMPATHY AND UNDERSTANDING
RELATIONSHIP MGMT	CONSTRUCTIVE FEEDBACK	STRENGTHEN RELATIONSHIPS & TRUST
SELF-MANAGEMENT	STRESS REDUCTION TECHNIQUE	IMPROVE EMOTIONAL BALANCE
SELF-AWARENESS	EMOTION LABELING	INCREASE AWARENESS OF FEELINGS

Final Thoughts

Congratulations on taking the time to invest in your emotional intelligence. In a world where technical skills are abundant, it's your EQ; your ability to manage emotions, connect with others, and navigate challenges with self-awareness that sets you apart and propels your career forward.

Whether you're seeking a promotion, transitioning to a new field, or simply looking to bring more meaning to your work, developing emotional intelligence is one of the most powerful steps you can take. The fact that you've read this eBook shows your commitment to growth not just professionally, but personally.

As you continue your journey, remember: progress comes through practice. Stay curious, be honest with yourself, and keep showing up with intention.

Ready for the Next Step?

If you're looking to go further, I'm here to support you. Whether you need:

- One-on-one coaching to help clarify your career direction (Clarity = Confidence)
- A professionally tailored resume that reflects both your skills and your unique value
- Interview preparation to help you stand out with confidence and communicate your value clearly and with impact

👉 Book a session today and let's take your growth to the next level.

Wishing you continued growth, courage, and success.

– Sheri Bardot
Career Coach

