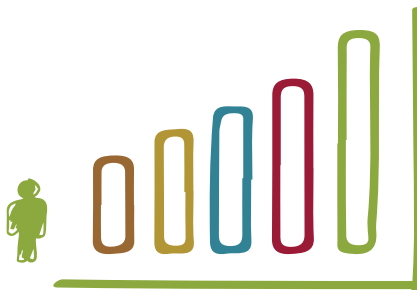




LEADERSHIP REPORT

How is leadership
affected by EQ?



EI in Action: Leadership

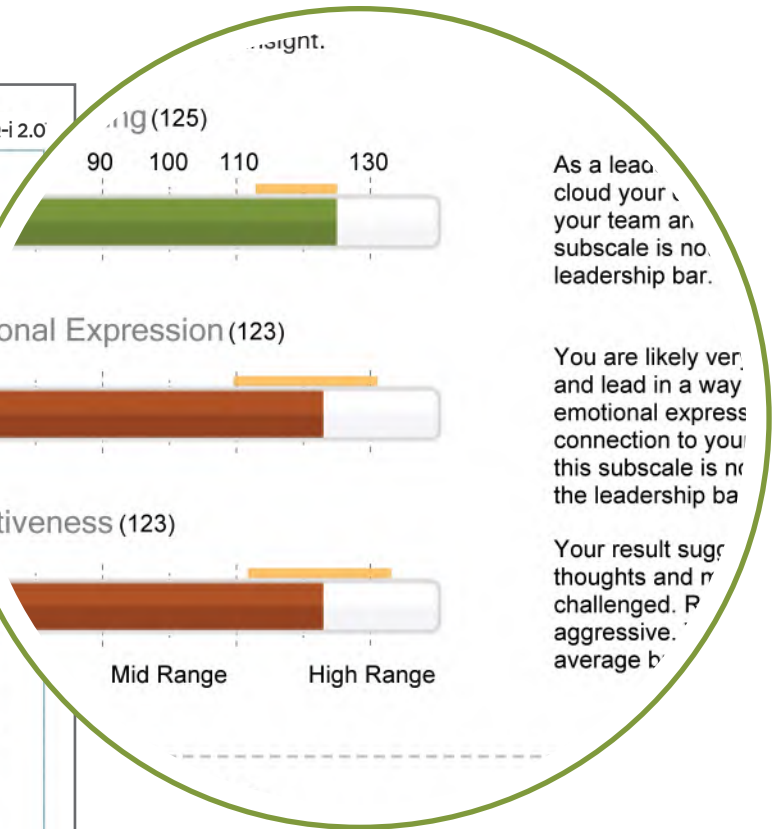
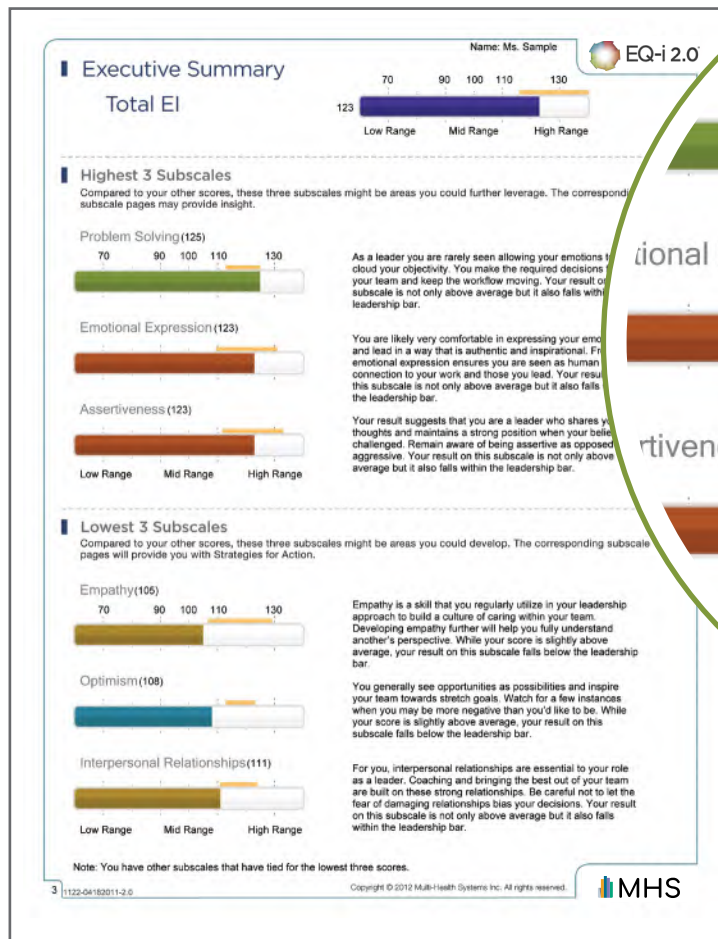
Brian is a successful

41-year-old executive newly hired to a consulting firm that works exclusively with the United States Department of Defence. Most of Brian's direct reports are about 10 to 15 years his senior with advanced degrees. Brian's insecurities about his age, lack of a post graduate degree and inexperience with advanced research projects have been a cause of great stress since he's started his new job. He's been waiting for his colleagues to call his bluff about how far in over his head he is and this internal query has been playing on a continuous loop within Brian's head hindering his ability to perform at his best. Seeing the EQ-i 2.0 as an opportunity to sharpen his self-awareness and relationship building skills, Brian eagerly engaged in the EI process.

see page 14

KEY FEATURES

In addition to features found in the Workplace Report (p. 15), the Leadership Report also includes the following:



As a leader, you can cloud your vision of your team and your subscale is not the leadership bar.

You are likely very confident and lead in a way that is authentic and inspirational. Emotional expression ensures you are seen as human and connected to your work and those you lead. Your result on this subscale is not only above average but it also falls within the leadership bar.

Your result suggests that you are a leader who shares your thoughts and maintains a strong position when you are challenged. Remain aware of being assertive as opposed to aggressive. Your result on this subscale is not only above average but it also falls within the leadership bar.

EXECUTIVE SUMMARY PAGE

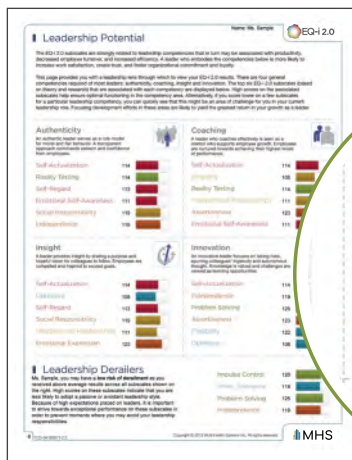
View your client's three highest and three lowest scoring EI subscales:

- Identify areas in which your client excels and helps fuel organizational and personal performance.
- Flag skills in need of development in order to prioritize strategies for growth.

WHEN TO USE THE EQ-i 2.0 LEADERSHIP REPORT?

Every company has experienced instances where a leader within the organization shows strengths in core competencies necessary for the role, but may be exhibiting EI blind spots of which peers are taking notice. A company can find an employee that exhibits great work ethic and is an emerging star amongst his/her peers, while showing comparable traits to leaders within the organization. In both scenarios, the Leadership Report can be used when honing in on leadership development, executive

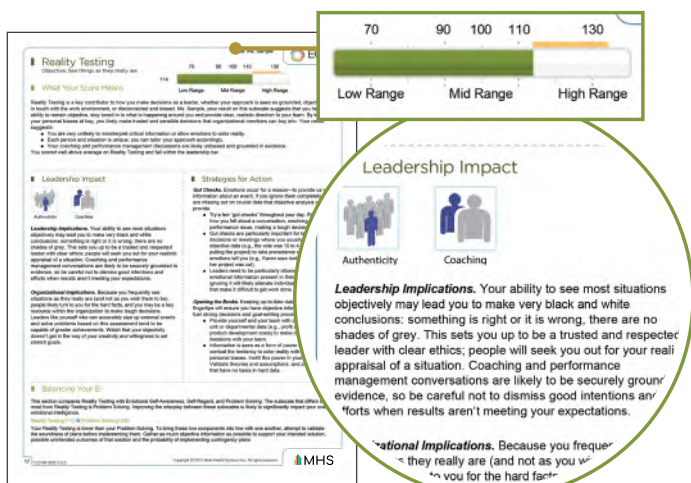
development and coaching, and developing high potential leaders. The Leadership Report examines results through four key dimensions: Authenticity, Coaching, Insight, and Innovation. The report also contains insights on the possible implications of results, and which skills have the highest potential of becoming leadership derailers. Strategies for development will be provided with the aim to attain true leadership potential, while being able to compare results against top leaders as a benchmark.



LEADERSHIP POTENTIAL PAGE

This section provides you with a leadership lens through which to view your client's EQ-i 2.0 results. A leader who embodies higher EI through the four key dimensions of leadership is more likely to increase work satisfaction, create trust, and foster organizational commitment and loyalty.

- If the Leadership Potential page is turned on, graphical icons will appear on every subscale page linking the subscale to the four leadership competencies.
- Leadership Derailer section examines how low scores for specific EI skills may hinder leadership success.



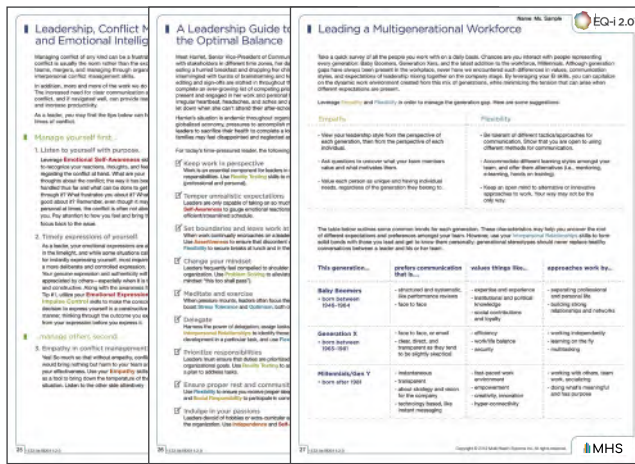
LEADERSHIP BAR

A gold leadership bar appears on the Overview of Results page, and above all bar graphs on every subscale page. This bar represents the range of scores of the top leaders (those whose EQ-i 2.0 scores were in the top 50% of the leader sample).

- Using this bar, your client can compare their results on the EQ-i 2.0 to those exceptional leaders who demonstrate high EI.
- Focus development efforts in areas where your client scored lower than other leaders, in order to improve leadership capabilities.

SPECIFIC APPLICATIONS FOR THIS REPORT ARE:

- LEADERSHIP DEVELOPMENT
- EXECUTIVE DEVELOPMENT AND COACHING
- DEVELOPING HIGH POTENTIALS
- SENIOR LEVEL SELECTION AND SUCCESSION PLANNING



ADDITIONAL RESOURCES

EMOTIONALLY EFFECTIVE LEADER WORKSHOP

Put your EQ-i 2.0 certification in action with a comprehensive program that equips certified users with a ready-made workshop that includes the tools to facilitate an interactive one-day session for leaders, all in a digital format. Leveraging results from participants' EQ

Leadership Reports, participants of the session will learn the importance of EI in effective leadership and leave them with a better understanding of their strengths and areas to develop to enhance their leadership skills, as well as an action plan on how to increase their effectiveness.



LEADERSHIP TOPICS

Three current leadership topics are explored using the EQ-i 2.0 model. These optional topics can be selected depending on organizational leadership issues. We've researched evolving topics like conflict resolution and multi-generation workforces to show the connection between EI and the challenges your clients are dealing with every day.

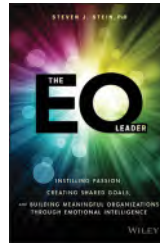
“The Leadership Report delivers exactly what leaders today need to be successful in a changing and complex environment. The ability to create genuine influence, build other leaders, inspire towards a shared vision, and embrace the risk of change are revealed to a leader along with strategies for development.”

ED HENNESSY, FORMER OWNER OF LEADERSHIP CALL, LLC

EMOTIONALLY EFFECTIVE LEADER WORKSHOP CONTENTS

Facilitator's Kit (Facilitator Guide, PowerPoint slides, and Participant Workbook)

FOR FURTHER INSIGHTS INTO DEVELOPING AND IMPROVING LEADERSHIP SKILLS, SEE THE EQ LEADER BY DR. STEVEN STEIN.



The EQ Leader provides an evidence-based model for exceptional leadership, and a four-pillar roadmap for real-world practice. Data collected from thousands of the world's best leaders—and their subordinates—reveals the keys to success: authenticity, coaching, insight, and innovation. By incorporating these methods into their everyday workflow, these leaders have propelled their teams

to heights great enough to highlight the divide between successful and not-so-successful leadership. This book shows you how to put these key factors to work in your own practice, with clear examples and concrete steps for improving skills and competencies.

continued from page 11

Brian's EQ-i 2.0 results

surprised him but due to the insights gained from the EQ-i 2.0 assessment, he was able to use his EI strength (Interpersonal Relationships and Decision Making) to create a development plan along with his coach, that helped him reframe and better engage the EI elements with which he most often struggled with: Happiness and Self-Actualization. He decided to reach out and create a close professional relationship with a senior researcher who works for him to serve as a mentor, helping to build the specific content knowledge that Brian may have lacked. The action plan Brian derived used his relative strengths while enhancing his lesser-engaged elements and moved him effectively and quickly from insight to action.

