

DEVELOPING WOMEN'S LEADERSHIP and EXECUTIVE PRESENCE in the ACCOUNTING WORLD

Emotional Intelligence (EQ): The Cornerstone of Executive Presence 7 key Emotional Intelligence (EQ) skills for a strong, authentic Executive Presence

EQ Skill #1 _____

Tool #1 On Your Case/On Your Side

On Your Case	On Your Side
1.	1.
2.	2.
3.	3.
4.	4.

EQ Skill #2 _____

Tool #2 A. B. C. D. E. Method

Activating Event	Belief	Consequences	Debate and Dispute	Evaluation

EQ Skill #3 _____

Tool #3

EQ Skill #4 _____

Tool #4 DESCript

D – _____

E – _____

S – _____

C – _____

EQ Skill #5 _____

Tool #5 Discovery Questions.....

EQ Skill #6 _____

Tool #6

EQ Skill #7 _____

Tool #7

Emotional Intelligence Suggested Reading:

Goleman, Daniel, ***Emotional Intelligence: Why It Can Matter More than IQ***; Bantam Books; 1995.

Goleman, Daniel, ***Working with Emotional Intelligence***; Bantam Books; 1998.

Goleman, Daniel, Richard Boyatzis, and Annie McKee; ***Primal Leadership: Learning to Lead with Emotional Intelligence***. 1st ed. Boston: Harvard Business School Press; 2002.

Seligman, Martin E.P., Ph.D., ***Learned Optimism: How to Change Your Mind and Your Life***; Pocket Books; 1990.

Stein, Steven J., Ph.D., ***The EQ Edge: Emotional Intelligence and Your Success***; Canada: Jossey-Bass; 2006.

Weisinger, Hendrie, Ph.D., ***Emotional Intelligence at Work***; San Francisco: Jossey Bass, 1998.

Executive Presence Suggested Reading

Frankel, Lois, Ph.D., ***Nice Girls Don't Get the Corner Office 101***; New York: Business Plus, 2004

Mindell, Phyllis, Ed.D., ***How to Say It for Women***; New York: Prentiss Hall Press, 2001