



BDL Sales Conference

Half day development proposal

Topic: **Emotional Intelligence (EI)**

Facilitated by: Gary Churton

Aim of the workshop

To provide a positive learning experience that will have practical value in the workplace. The session is designed to enhance participant's skills when leading and managing themselves and others.

Objectives

By the end of the workshop participants will have or will be able to:

- Explain what EI is.
- Understand the value of Emotionally Intelligent Leadership to the business
- Describe and demonstrate the four core competencies of EI
- Greater self awareness
- Demonstrate how to apply the learning in the workplace.
- Make direct links to the workplace.

There will be two main themes to the workshop that focus on "**self**" and "**others**". As we explore both the intrapersonal and interpersonal aspects of EI. This will provide opportunities for greater self awareness and enhanced relationships.

SELF

During the part of the session we explore how EI applies to oneself. This will focus on the need to understand, manage and take care of yourself to enable you to be uniquely authentic in your approach at work.

OTHERS

The second part of the session will start to incorporate how your EI skills can be applied to those around you.

This workshop is designed to be very practical and interactive. There will be a blend of input from the facilitator and a variety of practical exercises and discussions. This will illustrate and embed the key learning points.

If you require any further information or detail, please let me know.