

LexisNexis In-house Advisory Board

Unlocking your emotional intelligence:

How working better with others helps to put you ahead

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- "I've learned to work better with others and to put others first." — LexisNexis
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What is emotional intelligence?

Lq swar epmw pki rgi 'L P'wi 'ef rnz vs' rni r wj 3 // i // 'er h'vi kx p'w'wi 'i q swar /'sj' Zsxvi p 3 swi v' er h'kvsxt /'5J wgep L Pgsq ti wr gni /mgxhi 'i p 4 ez evi ri // 3 i p 4 gsr wsr 3 swvear 3 i q tew Z'er h /sgr p' nsp q er 3977705

Why does emotional intelligence matter?

ZI i vi 'rteksz mk'f sh Z'sj' i y rni r gi 'wewwvs /i' z w' l rkl i v p yi p' sj' L P'vi 'q svi 'pdi z vs /xggi i h'e /p ehi v 5] I r p' uxep min 'wewve i e / rnv vs' i yepxew' // xgl 'e' P' Oger 'hi wvq mi 'i evz' gevi i v / xggi // 3 Zsx'evi ' Zsx' e / w h Z'sj' 8' 8gsq ti wr g Z' q shi p' m' 8 @? 3 Nsp q er 'jsxr h' e / q er Z' e / D => , 'ti Vgi r vsj' wi ' ef r min' / hi i q i h' i // i r w g jsvi jji g wyi 'ti vj svq er gi 'jsvq ereki v' z i vi 'i q swar ep /mwvt i v sr ep p' nsp q er 3977705

IQ – Intelligence Quotient

Hn 3 p n 2 x n p

TQ – Technical/Operational Quotient

Hn 3 x n p 3 n 3 3 : q i n r

MQ – Motivational Quotient

Hn 3 p n r x n p

XQ – eXperience Quotient

Osz 'q er Z'sj' wi 'i ux r w' omh' /'sj' i {ti vnr gi /'Zsx' l eyi 'l eh

PQ – People Quotient

Osz 'Zsx' l er h p 'Zsx' vi p' er h' z swz w' s' w' i v' /ti v sr ep w' er h' L P

LQ – Learning Quotient

Hn 3 x x n p i n 3 r j n / e : u m p - p e n 3

P' wr 'Zi ev' /sj' vi /i evgl 3 rgl mki ver h' Ssq fevhs' jsxr h' wewwvi i 'sj' wi 'vst' Uyi 'i e /sr /'jsvz l rgl ' i {i gx wyi / Ogevi i v' / w p' evi 'L P gi r w g A

"Nepnk' vs' i p' w' z i p' vs' s' w' i v'

"I i mk /i p 4 gi r w i h

"Us w n /t rnk' s' v f x r p rnk' v e p r w

V w i vi /i evgl / x kki / w' wewwvi i 'rte' p n d f i v z i i r r n g i e / i h' t' v s' U e f r n z' s j' e' g s q t e r Z' e r h' r n g i e / i h' j' s g x /'sr' h i y i p s t rnk' w i 'L P s j' w' p e h i v 5

<p>Clive Davies Senior Counsel, Fujitsu Services</p>	<p>Clive Davies is a Senior Counsel at Fujitsu Services, where he has worked for over 20 years. He is a member of the Chartered Institute of Arbitrators and has been a member of the Institute of Directors since 2010. He is also a member of the Institute of Management Development Studies (IMDS) and the Institute of Business Development Studies (IBDS). Clive is a frequent speaker at industry events and has written several articles on business law and compliance. He is also a member of the Fujitsu Services Advisory Board.</p>

