# LexisNexis In-house Advisory Board

Unlocking your emotional intelligence: How working better with others helps to put you ahead



# LexisNexis In-house Advisory Board

Unlocking your emotional intelligence: How working better with others helps to put you ahead



#### What is emotional intelligence?

Eq svansrepantviv pookirgi (EI) na vlvi efnjonny varnhirvojny, essisserh vik x peviv vlvi iq svansrssjysx vsipi, svlviv serh kvsxts. Cvmangep Elgsq tivivrgnin snagpx hi sipi-ez eviriss, sipi-gsrvv spq svangevansr, iq tevlvy erh ssgnep sompo (Gspiq er, 2000).

### Why does emotional intelligence matter?

Zlivinsaek vsz mak fshysjiynhirgi vlvev vlvssi z mol/inkliv piyipssjEleviq svi pooi pyvsrsx ggiih espiehivs.

IQ – Intelligence Quotient Hn  $\operatorname{ep}^{n_{\mathrm{s}}} \times \operatorname{h}^{\dagger}$ 

TQ – Technical/Operational Quotient	ឣ៱ ೢ ៱ <sup>ຐ</sup> <sub>୭</sub> ୢଌ୵ୢଌୢଌୣୣୣୖୣୠୢ୶ୣୄୣୄ୶
MQ – Motivational Quotient	
XQ – eXperience Quotient	Hszqerysjolvi viuxnomowionn hssji{tivnin rgisysxleyileh
PQ – People Quotient	Hszysxlerhpöysxvsipjerhzsvoznwl/svl/ivs(tivssrepowyerhEl)
LQ – Learning Quotient	

lrvivryievssjvisievgl, Englinn kiverh Ssqfevhsjsxrhvlvevvolvviisjvlvi vost Úyi viessrsjsvz Ingl i{igxvoon/sógeviivssvoeppevi El-girvvnog:

´Fenpomk vos vipevviz ippvos svlvivs

´Binn-ksipj-girwih

´Uswanstnaan ksvfxanplann kvepirvv

V vlviv visievgi sxkki svos vlve vvolvivi nose pomofivoziir nogviesih tvs Úvozfnpomy sjegsq teryerh nogviesih jsgx ssr hiyipstnok vlvi Elsjnvoz piehivs.



## Emotional intelligence and leadership

Gspiq er sxkki svævlvevvdvi q ssvosxggi ssjxppiehivsevi ef pivæhvez sr hnji virvnjegi væsj vlvinn ا شهر عبد المعالية العالية العالية المعالية المعالية المعالية المعالية المعالية المعالية المعالية المعالية المع المعالية الم المعالية الم

Style	Impact	El competencies
Cn pl sx	EDszlew/seyÑijjigwayninn egwnsmussv ຍະ pົອ II ົ້ຽ ອີ້ະນີ້ອີກ ເລີຍັ້ງ ເພີ່ອ ເປັນຫຼັງ	Dvnyni vszeglninyi, mnnwnzewnyni, ج <sub>اھ</sub> יר <sup>ח</sup>
A <sup>ال</sup> ي المعالية A	ECsqizmolvqiÑettvsegl;hiÚris ဂ ္ ေႏြး ဂ ္ ေဂ်ာ ႏေ ရာဂ ၊ ဂ္ ေျပာ ရ	Sipj-gsrÚhirgi,iqtewly, b <sup>••</sup>

AjÚponevoon, svypi



Clive Davies Senior Counsel, Fujitsu Services	C໊ບ ຠຆໞ໊ຩ຺ໞຒ຺ໞ ໞ຺ຬຆຌຬ຺຺ຨ຺ໞ຺ຬຎໞ ໞຠໞໞ຺ຬ຺ຬ຺ຬ຺ຬຎຏ຺຺ຬ຺ຬ຺ຬ຺ຬ຺ຬຎໞ



lan Leedham Senior Counsel (Disputes & Commercial) National Grid PLC	ler les fiir non ys pyih non x q ivsx s vi-svker noewnoars, q ivkivs, egux non non s vist s s s s s s s s s s s s s s s s s s
Hank Udow Chief Legal Officer and Company Secretary Reed Elsevier	Heronsmih Yiih Epsiymivm Tevgl 2011es Clmij SikepV júgiv jsv Yiih Epsiymives zippes Csqtery Sigvivevy jsv Yiih Epsiymiv WSC erh Yiih Epsiymiv Gvsxttpg. Winsv vsv Winsettsm wqirw Herozes Clmij SikepV júgiverh Csqtery Sigvivevy sj Cehfxvy tpg xr wapnasveois yiv fy Rvejwan 2010. A [Sgnwazirzls msehqmwih vsv Wi Bevsj Uiz Ysvo Sveviv, lilesfiirvismirwan Ssrhsr jsv Witesv 18 yievs. Heymik svewih Imspikepgeviives eigx vmainserh T&A pez yivev Slievq er & Sviv pank m Uiz Ysvoerh Ssrhsr, Herostirvs yiv 20 yievsev Cehfxvyzlivili egy mk Clmij SikepV júgiverh Csqtery Sigvivev ym 2005. Ir 2009 Wi Uevas repSez @sxvrepreqih Heroessrisj * 201 n s a n m m n m m and a m m si
Steve Cowden, Former General Counsel and Company Secretary, Reed Elsevier Group plc	Swivyi Cszhir mswlvi jsvq iv GirivepCsxrsiperh Csq tery Sigvivevy sjYiih Epsiymiv Gvsxt tpg, e piehm k fxsm iss mjsvq evwaar tvsynhiverh ipigvosrng txfponsliv ponsovivh m vlvi FZSE 100. Winsov samsmm k Yiih Epsiymiv m 2001, Swivyiz svoih m vlvi tlevq egixvangep mh xswy jsvsyiv 20 yievs, pevviv py es Gvsxt Csq tery Sigvivevy sjGpe{s ] ippogq i tpg. Hi fiker Insgeviivz mvl Biigleq Gvsxt tpg m 1977 erh vlvir of 1 of Ka, B i ponsov CBICn i p
Toby Hornett, Legal Director, Canon Europe Ltd	ZsfyHsvriwwnsmnih w/i CersrExvstiSikepDitewoqirwnn 2006,erh msrszeSikepDmigvosv Hiqerekisesqepov/eqmyevnsxspsgevonsrs ຼີດີ ເຊັ່ງ ຄິດເຊັ່ງ ຄິດເຊັ່ງ ແລະ B-2-B ຊີ່ ຊີ່ ຊີ່ ຊີ່ ເຊັ່ງ ດີ ເຊັ່ງ ເຊັ່ງ ຄິດ ເຊັ່ງ ຄິດເຊັ່ງ ເຊັ່ງ ຄິດເຊັ່ງ ຄິດເຊັ່ງ ຄິດເຊັ່ງ ຄິດເຊັ່ງ ຄິດເຊັ່ງ ຄິດເຊັ່ງ ຄິດເຊັ່ງ ຄິດເຊັ່ງ