LexisNexis In-house Advisory Board

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



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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 ^ຐ _୭ ୢ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
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A ^{ال} ي المعالية A	ECsqizmolvqiÑettvsegl;hiÚris ဂ ္ ေႏြး ဂ ္ ေဂ်ာ ႏေ ရာဂ ၊ ဂ္ ေျပာ ရ	Sipj-gsrÚhirgi,iqtewly, b ^{••}

AjÚponevoon, svypi



Clive Davies Senior Counsel, Fujitsu Services	C໊ບ ຠຆໞ໊ຩ຺ໞຒ຺ໞ ໞ຺ຬຆຌຬ຺຺ຨ຺ໞ຺ຬຎໞ ໞຠໞໞ຺ຬ຺ຬ຺ຬ຺ຬຎຏ຺຺ຬ຺ຬ຺ຬ຺ຬ຺ຬຎໞ



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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