

Emotional Intelligence Habits

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Emotional intelligence is your ability to recognize and understand emotions in yourself and others, and your ability to use this awareness to manage your behavior and relationships.

Only 36 % of us are able to accurately identify our emotions as they happen.

We average 400 emotional experiences every day. This makes emotional intelligence a fundamental skill.

IQ accounts for 20 % of how well you do in life.

Emotional intelligence accounts for 58 % of performance in jobs.

Personal competence is about self awareness and self management, social competence is about social awareness and relationship management.

What does high EQ look like

- Robust emotional vocabulary
- Curious about people
- They know their strengths and weaknesses
- They are a good judge of character
- They let go of mistakes
- They embrace change
- They are assertive

What does LOW EQ look like

- They get stressed easily
- They make assumptions quickly and defend them
- They often feel misunderstood
- They don't know their triggers
- They blame others
- They are easily offended

You can take the emotional intelligence appraisal test at :

www.talentSmartEQ.com/HabitsTest

Make yourself likeable

- Ask lot of questions
- Put away your phone
- Greet people by name
- Smile
- Don't seek attention
- Balance passion and fun

Unlikeable habits

- Humble bragging
- Name dropping
- Gossiping
- Emotional hijackings
- Having a closed mind
- Sharing too much personal stuff on social media(e.g. what I ate for breakfast, lunch, tea etc.)

When someone does a favor for you, it actually makes them like you more.

Toxic people defy logic.

The different toxic types

It is often said that you're the product of the five people you spend the most time with

- The gossip
- The victim
- The arrogant
- The manipulator
- The twisted
- The temperamental
- The judgmental

Increasing your confidence

- Take an honest look at yourself
- Listen more than you talk
- Speak with certainty
- Seek out small victories
- Get your happiness from within
- Exercise
- Celebrate other people successes
- Dress for success

What confident people don't do

- Don't make excuses
- Don't quit
- Don't seek the spotlight
- Don't need constant praise
- Don't put things off
- Don't avoid conflict

What do liars do?

- Repeat themselves and provide too much detail
- They fidget
- They prepare for an escape
- They change their eye movement patterns
- They get aggressive

Everyone makes mistakes , but not everyone learns from them

Side effects of missing sleep

- Irritability
- Decreased creativity
- Increased reaction time
- Memory lapses

The solution to complaining

have clarity

start with something positive

be specific

end on a positive

Be authentic

Oscar Wilde said “ be yourself , everybody else is already taken”

Passion drives authenticity

passionate people are obsessed

they don't waste time

they're optimistic

they are early risers

they are willing to take risks

Mark Twain said “ anger is an acid that does more harm to the vessel where it is stored than to anything where it is poured”

**There are according to Adam Grant's
research – Introverts , Extroverts and
Ambiverts**

When smart people act stupid

- Smart people are overconfident
- They push people too hard
- They need to be right always
- They give up when they fail
- They fail to develop grit

Teaching children self leadership

- Let them experience risk and failure
- Don't overpraise
- Say no
- Let them solve their own problems
- Don't obsess over achievement
- Show you're human

The defining habits of great leaders

- They are passionate
- They play chess not checkers
- They are a port in a storm
- They are who they are all the time
- They are empathetic
- They celebrate small wins
- They are accountable
- They are approachable

The beliefs of great leaders

- Growth should be encouraged, not feared
- Employees are equals, not subordinates
- Diversity bears fruit
- Motivations comes from inspiration
- Knowledge should be pursued
- Change is an opportunity

Why smart leaders fail their companies

- They view themselves and their companies as untouchable
- They cannot tell where they stop and where the company starts
- They thought they were the smartest in the room
- They surrounded themselves with yes men and yes women
- They relied too much on the past

7 types of bad bosses

- Tyrants
- Micro managers
- Inappropriate buddies
- Robots
- Visionaries
- Incompetents
- seagulls

Paradoxical habits of successful people

- Convergent and divergent thinkers
- Polite but unafraid to rock the boat
- Naïve but smart
- Energetic and calm
- Passionate but objective
- Humble and proud
- Dream big but stay grounded

Master communication

- Talk so people will listen
- Listen so people will talk
- Connect emotionally
- Read body language
- Prepare your intent
- Speak to each person in the room
- Skip the jargon

Which professions need more EQ?

- Accounting 74 %
- Engineering 74.3%
- IT 74.5 %
- Finance 74.7%
- Manufacturing 75 %
- Marketing 75.5 %
- Customer service 76.1 %
- Operations 76.1 %
- HR 77 %
- Sales 77.5 %