Fulcrum Point

Workshop outline · Working with others

# Emotional Intelligence.

Understand your own emotions, manage them, read other people's, and build stronger working relationships on that basis.

For

Anyone who works with others and wants to collaborate more effectively.

Format

Half a day. In person or live virtual.

## What it is for.

How you engage with other people depends on emotional intelligence, and effective leaders work on it continually. People with strong skills here do business more easily, resolve disagreements, handle difficult conversations with stakeholders, and get on better with everyone around them.

The workshop follows the four parts of emotional intelligence. Participants learn to recognize their own emotions and express them appropriately, to manage them and act with focus and purpose, to read other people's emotions from what they say and do, and to manage relationships through communication, empathy and collaboration.

## What you leave with.

- Self-awareness: recognizing your own emotions and expressing them well
- Self-management: techniques for managing emotions and acting with purpose
- Social awareness: reading other people's emotions from their words and behavior
- Relationship management
- Practice in communication, empathy and collaboration

## Why it matters.

- Working relationships built on it last
- It improves decision making and problem solving
- It strengthens leadership, and your own well-being

## Format.

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|---|---|
| Length | Half a day |
| Mode | In person or live virtual |
| For | Anyone who works with others and wants to collaborate more effectively. |
| Method | Self-assessment tools; Short inputs from the facilitator; Group activities; Individual and peer-to-peer assignments |

## Your speaker.

### Lorne Michael Cousins

Senior Fellow and Council Director, The Conference Board, Asia. Founder, Fulcrum Point.

Lorne Michael Cousins has spent twenty-five years inside corporate sustainability across China and the Asia-Pacific, as environmental auditor, sustainability consultant and leadership strategist. He is Senior Fellow and Council Director at The Conference Board, Asia, founder of Fulcrum Point Sustainability Consulting in Shanghai, and a Founding Member of the Sustainability Directory.

He holds an MEM from UNSW Sydney, a BA from UBC Vancouver, and Practitioner status with IEMA. Accredited Advisor, Future-Fit Business Benchmark.

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