

Your employee is interested in learning new skills with AMA. Beyond helping you both achieve your goals, here's why that's an excellent idea.

## AMA Seminars offer your employee:

- **Extensive practice in a supportive environment.** You really can't learn new skills from an app. You need to experience it, practice it, and get personal attention to the details that make a difference. There is simply no substitute for learning by doing.
- **Feedback from experts.** Our instructors are not professors—they are practitioners in the field, focused on what works now in the real world. Participants agree instructors make a difference and have rated our faculty 4.83 out of 5 stars. What's more, your employee will be learning alongside peers from other organizations gaining insight and knowledge from other industries and expanding their professional network.
- **Tools and techniques designed to improve performance.** Our courses are instructionally designed to make a difference in performance, which is why 99% of participants report they are using what they learned back on the job after taking one of our courses.
- **An Experience.** Yes, we know two or three days seems like a lot. But dedicating that time to truly master new skills is worth the time and money. And we're not just saying that--our customers agree: 98% of participants would come back for another course.

Still feel like you can't spare your employee for a training session?  
Take a look at [our live online courses](#) which minimize time away from work.

Either way, remember that we don't lecture—we accelerate performance.

**Need help?** Contact 1-877-566-9441 or visit [www.amanet.org/2133](http://www.amanet.org/2133)

# Leading with Emotional Intelligence

**Ignite commitment and help your employees reach their greatest potential through emotional intelligence.**

Why does emotional intelligence (EI) matter? Because at the core of every outstanding leader are the **abilities to connect, achieve, inspire and act with resilience**. Now you can learn to apply the best practices of an emotionally intelligent leader and give yourself a winning edge. EI helps you create and sustain unique opportunities and more impactful relationships.

This course uses an integrated competency approach to help you develop this crucial skill. You'll get hands-on opportunities to practice and apply methods for consistently using EI as a leader. Attend this seminar so you can influence and motivate your organization's workforce to new heights of achievement.

## How You Will Benefit

- Lead powerfully with presence and impact
- Gain valuable emotional insights and awareness to inspire and maintain productive relationships
- Manage and adapt emotional behaviors that expand your sphere of credibility and influence
- Utilize empathy to promote strong relationships
- Apply collaborative, inclusive and creative communication practices
- Harness emotionally intelligent motivational skills to achieve team results

## What You Will Cover

- Integrating EI and leadership competencies
- Applying emotionally intelligent speaking and listening skills to leadership
- Identifying the role of EI in 21st-century leaders
- Achieving emotionally intelligent personal influence
- Assessing your personal credibility quotient to authentically influence others
- Applying empathy as a powerful influencing strategy when coaching
- Creating an emotionally intelligent inspiration plan
- Encouraging emotionally intelligent collaboration practices
- Managing change and resistance with EI
- Identifying communication skills leaders can use to move past colleagues' resistance
- Attaining healthy conflict with EI
- Identifying emotionally intelligent leadership communication strategies

- Using emotionally intelligent mindfulness practices when team members experience stress
- Synthesizing emotionally intelligent competencies to address complex leadership challenges and opportunities

## Who Should Attend

Senior managers and leaders who need to create a healthy, productive workplace and organizational culture by enhancing their overall effectiveness through EI.

### Extra

### Schedule

- [3] days - \$2,645 Non Members
- [3] days - \$2,395 AMA Members
- [3] days - \$2,268 GSA

### Credits

1.8 CEU /18 SPHR/18 PHR

18 PDCs

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