

Emotional Intelligence and Networking

Crescendo Connect Conversations – May 19, 2021

Presented by: Jill Hauwiller MA, ACC



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Founder and Principal Coach/Consultant
Leadership Refinery
May 19, 2021

Zoom Conference

- See Calendar Invite for Login information

Materials for call

- Slides Handout
- EQ-i2.0 Model

Thank you!

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EQ-i2.0 Model of Emotional Intelligence



The diagram is a circular model with 'Emotional Intelligence' at the center. It is divided into four quadrants: SELF-PERCEPTION (top), SELF-EXPRESSION (right), INTERPERSONAL (bottom), and STRESS MANAGEMENT (left). Each quadrant has sub-categories and associated skills. For example, SELF-PERCEPTION includes self-awareness, self-regulation, and self-motivation. The outer ring lists 'FUNCTIONAL & SOCIAL FUNCTIONING' and 'PERFORMANCE'.

"Emotional intelligence is a set of emotional and social skills that influence the way we perceive and express ourselves, develop and maintain social relationships, cope with challenges, and use emotional information in an effective and meaningful way."

Multi-Health Systems Inc.

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What Is Networking?



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Myths



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Myths



1. Networking is insincere and manipulative
2. Networking is only about politics and getting ahead
3. Networking is done when all of the "real work" is done



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How Often Do You Network?

Poll

Too Much?
Too Little?
Just Right?



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Network: WHO? 

Consider **QUALITY** as well as **QUANTITY**

1. Partner
2. Sponsor
3. Realist
4. Idealist
5. Connector
6. Mentor
7. Coach
8. Wanna-Be
9. Industry Insider



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Assess

Conduct a Relationship Audit



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Assess 

1. Write down your strong connections
2. Write down your weaker/distant ties
3. Who is missing? Look for patterns:
 - a. Location
 - b. Function
 - c. Gender/Ethnicity
 - d. Vertical Diversity



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Which EQ skills can you leverage to grow your network?
BREAK OUT SESSION!



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Based on the model by Dr. Salovey and Sluyter (1997) and Sluyter (1997)

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8 Tips for Networking the Right Way 

1. Start Networking Before You Need It



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8 Tips for Networking the Right Way 

2. Have a Plan



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8 Tips for Networking the Right Way 

3. Forget Your Personal Agenda



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8 Tips for Networking the Right Way 

4. Never Dismiss Anyone as Unimportant



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8 Tips for Networking the Right Way 

5. Connect the Dots



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8 Tips for Networking the Right Way 

6. Figure Out How You Can Be Useful



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8 Tips for Networking the Right Way 

7. Follow Up and Follow Through



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8 Tips for Networking the Right Way 

8. Believe in the Power of Networking



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Personal Rewards 

1. Friendship
2. Inspiration
3. Clarity
4. Support
5. Love



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Resources 



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What's Next?

Crescendo Connect: July 21, 2021

- EI and Spirituality – Anne Papinchak

EQ-i^{2.0}/EQ360 Certification – Virtual

- July 2021

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