



# BEHAVIORAL EQ<sup>®</sup>



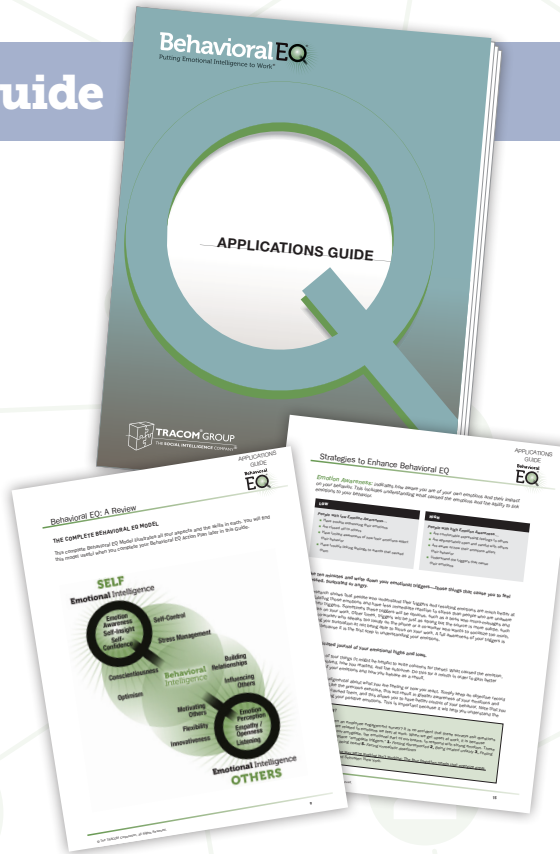
## Applications Guide

### AUDIENCE:

Individual Learner

### USE:

Participants will have participated in a Behavioral EQ session and completed an Assessment prior to using this Applications Guide. This guide improves your Behavioral EQ skills with practical, actionable tips.



### BENEFITS

- In-depth discussion of research-based Emotional Intelligence Model.
- Actionable techniques to apply EQ skills in day-to-day workplace situations.
- Translating emotional understanding into effective behavior.
- Focus on managing and improving one behavior at a time.

### PRODUCT DESCRIPTION

The **Behavioral EQ Applications Guide** is a resource to develop a person's EQ skills and put them to use for immediate impact. It guides the learner through the development of an Action Plan with exercises and advice for common workplace situations. It provides tips for each of the areas of Behavioral EQ and references interesting research on EQ and related topics. Following these strategies will boost individual and organizational performance.

## BEHAVIORAL EQ BUSINESS CASE WHITEPAPER

Since its first introduction, the concept of Emotional Intelligence has interested business professionals and academics alike. The objective has been to identify those abilities that account for the difference between star performers and average performers and the determine how to develop those abilities.

This paper gathers together summaries of research in the area of emotional intelligence including a look at Behavioral EQ in leadership, recruiting and sales.

### OTHER EQ RESOURCES

- Behavioral EQ Concepts Guide and Self-Perception Questionnaire
- Developing Behavioral EQ™ One-Day Course with Multi-Rater Profile

### TRACOM IS THE SOCIAL INTELLIGENCE COMPANY

#### What is Social Intelligence?

Social Intelligence focuses on the three key personal success factors: Emotional Intelligence, Mindset and Behavioral Style. Through years of research and proven methodology, the TRACOM Group has helped millions of people better understand themselves and identify strategies for more positive outcomes and professional success.

TRACOM also offers SOCIAL STYLE assessments and courses to improve interpersonal effectiveness. Our Adaptive Mindset courses and assessments develop the resiliency needed for the fast-changing global workplace.

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# BEHAVIORAL EQ®



## Applications Guide Contents

### INTRODUCTION

### STRATEGIES FOR CHANGE

### BEHAVIORAL EQ: A REVIEW

### WHAT DOES BEHAVIORAL EQ LOOK LIKE?

### ACTION PLAN

### STRATEGIES TO ENHANCE BEHAVIORAL EQ

#### EMOTIONAL INTELLIGENCE – SELF

- Emotion Awareness
- Self-Insight
- Self-Confidence

#### BEHAVIORAL INTELLIGENCE – SELF

- Self-Control
- Stress Management
- Conscientiousness
- Optimism

#### EMOTIONAL INTELLIGENCE – OTHERS

- Emotion Perception
- Empathy/Openness
- Listening

#### BEHAVIORAL INTELLIGENCE – OTHERS

- Building Relationships
- Influencing Others
- Motivating Others
- Flexibility
- Innovativeness

### ABOUT THE AUTHOR

### REFERENCES

**TRACOM® GROUP**

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