

THE 'EI' GUIDE

A Guide To Emotional Intelligence: Learn Awareness & Management Of Your Emotions, Helping You To Identify, Redirect, & Blank



Folly

Low Ei



The fool lives completely ignorant of their moods, emotions, and motivations. They choose irresponsibility for their inner life, unaware of why they do what they do.



The fool is emotionally out of control. They're quick to react to their emotions, not thinking before taking action. They live impulsively and refuse to accept responsibility for their actions.



The fool disregards the pain of others, even pain caused by himself. They live like a beast, according to their "animal instincts". They show no care for those around them.



The fool brings pain to all those around him. He leaves a wake of relational devastation behind him, passively disengaging when conflict arises.

Structure of EI

Each title below signals a new EI quadrant.

The EI quadrant definition is in the center column, while the application of **low ei** (folly) and **high ei** (wisdom) are juxtaposed in the outside columns.

Self Awareness

Know Your Emotions

The ability to recognize and understand your moods, emotions and drives, as well as your affect on others. Start by being aware.

Self Management

Manage Your Emotions

The ability to control or redirect disruptive impulses and moods and the propensity to suspend judgement and think before acting.

Social Awareness

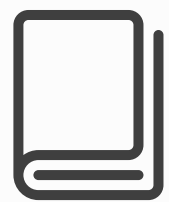
Know The Emotions Of Others

Recognize and understand other people's emotions and harness those emotions for the betterment of the team. (Empathy, situational / organizational awareness, service orientation)

Relationship Management

Manage the Emotions of Others

Proficiency in managing relationships and building social networks. (Communication, conflict management, leadership, bonding, teamwork, collaboration, building trust, and social skills.)



Wisdom

High Ei



The wise person lives aware of their inner life and how it affects their actions. They honestly face, assess, and take responsibility for their emotions, thoughts, and actions.



The wise are self controlled. They're not dominated by feeling, but acknowledge their emotional needs, consider consequences, and choose to act, accepting responsibility for their actions.



The wise are aware of others' emotional needs. They willingly acknowledge and communicate in a way that meets the needs of others. They live with empathy.



The wise are aware of relationships within their circles of influence, inspiring others and bringing out the best in their team. They earn trust of others and build strong relationships.