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*Emotional  
Intelligence Self  
Assessment*

The best way to get ahead in sales  
is by developing the critical soft

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skills that will enable you not just survive but thrive. Chronic complainers, no accountability finger-pointers, or learning-resistant laggards—these culture-killers costs sales organizations more in productivity than being weak in the so-called hard skills of

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selling. Sales leadership expert Colleen Stanley shows how emotional intelligence and the development of these critical soft skills improve sales leadership effectiveness and outperforms doubling down on more sales technology tools and fads. In

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Emotional Intelligence for Sales Leadership, Colleen provides sales secrets that: Shows sales leaders why 'real world' empathy and emotion management are the key to building strong relationships with their sales team. Offers simple steps on how sales leaders

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create sales cultures that embrace feedback and change through the development of critical emotional intelligence skills. Provides guidance on how to identify key emotional intelligence skills needed in your hiring process to build resilient sales teams. Walks

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readers through the process of training sales teams on soft skills that ensure the consistent execution of the right selling behaviors. The missing link is in hiring for and developing emotional intelligence skills in sellers and sales leaders. Emotional

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Intelligence for Sales Leadership will connect with anyone charged with growing sales in business-to-business or business-to-consumer sales.

When asked to define the ideal leader, many would emphasize traits such as intelligence,

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toughness, determination, and vision—the qualities traditionally associated with leadership. Often left off the list are softer, more personal qualities—but they are also essential. Although a certain degree of analytical and technical skill is a minimum requirement for



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success, studies indicate that emotional intelligence may be the key attribute that distinguishes outstanding performers from those who are merely adequate.

Psychologist and author Daniel Goleman first brought the term "emotional intelligence" to a wide

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audience with his 1995 book of the same name, and Goleman first applied the concept to business with a 1998 classic Harvard Business Review article. In his research at nearly 200 large, global companies, Goleman found that truly effective leaders are

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distinguished by a high degree of emotional intelligence. Without it, a person can have first-class training, an incisive mind, and an endless supply of good ideas, but he or she still won't be a great leader. The chief components of emotional intelligence—self-

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awareness, self-regulation, motivation, empathy, and social skill—can sound unbusinesslike, but Goleman found direct ties between emotional intelligence and measurable business results. The Harvard Business Review Classics series offers you the opportunity

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to make seminal Harvard Business Review articles a part of your permanent management library. Each highly readable volume contains a groundbreaking idea that continues to shape best practices and inspire countless managers around the world—and

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will have a direct impact on you today and for years to come.

Do we monitor the Emotional Intelligence decisions made and fine tune them as they evolve?

What are the success criteria that will indicate that Emotional Intelligence objectives have been

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met and the benefits delivered?  
Does Emotional Intelligence create potential expectations in other areas that need to be recognized and considered? Does Emotional Intelligence analysis isolate the fundamental causes of problems? What key business process output

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measure(s) does Emotional Intelligence leverage and how?  
This powerful Emotional Intelligence self-assessment will make you the accepted Emotional Intelligence domain assessor by revealing just what you need to know to be fluent and ready for



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any Emotional Intelligence challenge. How do I reduce the effort in the Emotional Intelligence work to be done to get problems solved? How can I ensure that plans of action include every Emotional Intelligence task and that every Emotional Intelligence

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outcome is in place? How will I save time investigating strategic and tactical options and ensuring Emotional Intelligence opportunity costs are low? How can I deliver tailored Emotional Intelligence advise instantly with structured going-forward plans? There's no

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better guide through these mind-expanding questions than acclaimed best-selling author Gerard Blokdyk. Blokdyk ensures all Emotional Intelligence essentials are covered, from every angle: the Emotional Intelligence self-assessment shows succinctly

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and clearly that what needs to be clarified to organize the business/project activities and processes so that Emotional Intelligence outcomes are achieved. Contains extensive criteria grounded in past and current successful projects and

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activities by experienced Emotional Intelligence practitioners. Their mastery, combined with the uncommon elegance of the self-assessment, provides its superior value to you in knowing how to ensure the outcome of any efforts in

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your organization exactly what to do next. Your exclusive instant access details can be found in your book.

In this important, entertaining book, one of the world's most celebrated psychologists, Martin Seligman, asserts that happiness

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can be learned and cultivated, and that everyone has the power to inject real joy into their lives. In *Authentic Happiness*, he describes the 24 strengths and virtues unique to the human psyche. Each of us, it seems, has at least five of these attributes, and can build on



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them to identify and develop to our maximum potential. By incorporating these strengths - which include kindness, originality, humour, optimism, curiosity, enthusiasm and generosity -- into our everyday lives, he tells us, we can reach new levels of optimism,

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happiness and productivity. Authentic Happiness provides a variety of tests and unique assessment tools to enable readers to discover and deploy those strengths at work, in love and in raising children. By accessing the very best in

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ourselves, we can improve the world around us and achieve new and lasting levels of authentic contentment and joy.

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**and character allow the reader to 'feel' the enthusiasm of its author which in turn becomes infectious, instilling in the reader a genuine sense of ebullient perturbation." - Art/Design/Media, The Higher Education Authority An**

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**keys to stronger bottom line results.**

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**The Emotional Intelligence Quick Book**

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Emotional Intelligence For Dummies  
*The Emotionally Intelligent  
Leadership for Students:  
Inventory is a valid and  
reliable, quantitative and  
qualitative, self assessment***

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***of emotionally intelligent leadership skills. The inventory is built on the three facets and twenty-one capacities of emotionally intelligent leadership as described in the authors'***

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***you how to understand your thoughts and emotions, how to persuade your colleagues to share what they really think of you, and why self-awareness will spark more productive and rewarding***

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*relationships with your  
employees and bosses. This  
volume includes the work of:  
Daniel Goleman Robert  
Steven Kaplan Susan David  
HOW TO BE HUMAN AT  
WORK. The HBR Emotional*

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***Intelligence Series features smart, essential reading on the human side of professional life from the pages of Harvard Business Review. Each book in the series offers proven research***

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***showing how our emotions impact our work lives, practical advice for managing difficult people and situations, and inspiring essays on what it means to tend to our emotional well-***

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***being at work. Uplifting and practical, these books describe the social skills that are critical for ambitious professionals to master.***

***Emotional intelligence***

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***(otherwise known as emotional quotient or EQ) is the ability to understand, use, and manage your own emotions in positive ways to relieve stress, communicate effectively, empathize with***

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***others, overcome challenges and defuse conflict.***

***Emotional intelligence helps you build stronger relationships, succeed at school and work, and achieve your career and***

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***personal goals. It can also help you to connect with your feelings, turn intention into action, and make informed decisions about what matters most to you. EI is fundamental to our life***

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***experience and can influence how successful we are in our relationships and careers. Whatever stage of life you're at, you can use this book as a guide to improve your Emotional***

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***Resolve problems  
successfully***

***Chamine exposes how your  
mind is sabotaging you and  
keeping you from achieving  
your true potential. He  
shows you how to take***

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***concrete steps to unleash  
the vast, untapped powers of  
your mind.***

***A Powerful Plan for Putting  
Emotional Intelligence to  
Work***

***Practical Magic for Crafting***

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***Powerful Work Relationships***  
***Emotional Self-Awareness***  
***The EQ Edge***  
***The Manager's Pocket Guide***  
***to Emotional Intelligence***  
***Authentic Happiness***

An accessible, how-to guide that brings

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focus to the unique skills that comprise emotional intelligence and incorporate these tools into your life. EMOTIONAL INTELLIGENCE: THE #1 PREDICTOR OF PROFESSIONAL SUCCESS AND PERSONAL EXCELLENCE In today's fast-paced

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world of competitive workplaces and chaotic personal lives, each of us is searching for effective tools that can make our schedules, behaviors, and relationships more manageable. The Emotional Intelligence Quickbook shows us how understanding and

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utilizing emotional intelligence can be the key to exceeding our goals and achieving our fullest potential. Authors Bradberry and Greaves use their years of experience as emotional intelligence researchers, consultants, and speakers to revitalize our current understanding of

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emotional intelligence. They have combined their latest research on emotional intelligence with a quick, easy-to-use format and cut-to-the-chase information to demonstrate how this other kind of "smart" helps us to decrease our stress, increase our productivity,

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understand our emotions as they happen, and interact positively with those around us. The Emotional Intelligence Quickbook brings this concept to light in a way that has not been done before -- making EQ practical and easy to apply in every aspect of our



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daily lives. The Quickbook will help you to:

- Engage the four unique areas of EQ: self-awareness, self-management, social awareness, and relationship management
- Increase your EQ through the use of these skill-building techniques
- Apply your EQ at work to develop leadership

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skills and improve teamwork, making you a better manager and a more desirable employee -Practice your EQ outside the office environment to benefit your relationships with loved ones, making you a better partner and parent -Access the link between your EQ and

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your physical well-being to improve your overall health - Measure your current EQ through access to the authors' bestselling online Emotional Intelligence Appraisal  
Introduction We all know someone who is incredibly bright and yet cannot seem

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to pull their life together. The brilliant student who flunks out of university, or the incredible intelligent worker who can't seem to get ahead in their company. We know from our familiarity with them that they have a good to superior intelligence level, but

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that doesn't seem to be enough to ensure success. And at the same time, we can probably describe in some form why we feel these people have not been successful. Our description would include certain traits or behaviors that have nothing to do with intelligence.

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Become a Better Leader by Improving Your Emotional Intelligence Bestselling author DANIEL GOLEMAN first brought the concept of emotional intelligence (EI) to the forefront of business through his articles in Harvard Business Review, establishing EI as an

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indispensable trait for leaders. The Emotionally Intelligent Leader brings together three of Goleman's bestselling HBR articles. In "What Makes a Leader?" Goleman explores research that found that truly effective leaders are distinguished by high levels of self-

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awareness and sharp social skills. In "The Focused Leader," Goleman explains neuroscience research that proves that "being focused" is more than filtering out distractions while concentrating on one thing. In "Leadership That Gets Results," Goleman draws on research to outline



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six distinct leadership styles, each one springing from different components of emotional intelligence. Together, these three articles guide leaders to recognize the direct ties between EI and measurable business results.

Which individuals, teams or

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departments will be involved in Emotional intelligence? How do you keep improving Emotional intelligence? What are your personal philosophies regarding Emotional intelligence and how do they influence your work? How frequently do you track Emotional

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intelligence measures? How will you measure your Emotional intelligence effectiveness? This easy Emotional intelligence self-assessment will make you the reliable Emotional intelligence domain auditor by revealing just what you need to know to be fluent and ready

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for any Emotional intelligence challenge. How do I reduce the effort in the Emotional intelligence work to be done to get problems solved? How can I ensure that plans of action include every Emotional intelligence task and that every Emotional intelligence outcome is

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in place? How will I save time investigating strategic and tactical options and ensuring Emotional intelligence costs are low? How can I deliver tailored Emotional intelligence advice instantly with structured going-forward plans? There's no better guide

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through these mind-expanding questions than acclaimed best-selling author Gerard Blokdyk. Blokdyk ensures all Emotional intelligence essentials are covered, from every angle: the Emotional intelligence self-assessment shows succinctly and clearly that what

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needs to be clarified to organize the required activities and processes so that Emotional intelligence outcomes are achieved. Contains extensive criteria grounded in past and current successful projects and activities by experienced Emotional intelligence practitioners.

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The EQ Difference

How We Work

Emotional Intelligence Skills Assessment  
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Learning through Practice

A Primer

Daniel Goleman offers a vital new

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curriculum for life that can change the future for us and for our children

Straightforward guide to taking control of your emotions. Being aware of and in control of your emotions is one of the keys to

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success in life -- both professionally and personally. Emotional Intelligence For Dummies will show you how to take control of your emotions rather than letting your emotions control you! Discover how

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developing your emotional intelligence can further your relationships with others, in the workplace and at home.

Emotional awareness is also a critical skill for career success, and Dr. Stein provides practical



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partner's emotional temperature and manage emotions to grow closer Raise an emotionally intelligent child - keep your cool with your child, coax shy children out of their shells, and get your child to be less aggressive and

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defiant

Managing human emotions plays a critical role in everyday functioning. After years of lively debate on the significance and validity of its construct, emotional intelligence (EI) has generated a

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are coming from, appreciate the value they bring, and determine what they need in order to excel. It offers practical ways to be more effective as an individual and as a leader. Imagine you had a more in-depth understanding of yourself



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and why you thrive in some work environments and flounder in others. Suppose you had a clearer view on what to do about it so that you could always perform at your best. Imagine you had more insight into what makes people

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tick and what ticks them off, how some interactions unlock potential while others shut people down. Suppose you could gain people's trust, influence them, motivate them, and get the very most out of your work relationships. Imagine

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you knew how to create a work environment where all types of people excel, even if they have conflicting perspectives, preferences and needs. Suppose you could activate the potential benefits of diversity on your teams

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and in your organizations, improving collaboration to achieve the group's collective potential. Business Chemistry offers all of this--you don't have to leave it up to chance, and you shouldn't. Let this book guide you

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How to Impress Potential  
Employers  
Master the Art of Emotional  
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Why It Can Matter More Than IQ

Positive Intelligence

Tools, Methods, and Approaches to Drive Organizational Performance

Is your Emotional Intelligence all it

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should be? Are you in complete control of your emotions? Do you have the empathy required to find success in your career? In the past it was believed that our Intelligence Quotient was what made for success in our careers and business life. In more recent times, however, Emotional

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Intelligence (EQ) has been found to have much greater value and is consistently being seen as a preferable trait for employers who are looking for employees who possess it. Your EQ Score is the Number #1 Predictor of Career Success. This book, Emotional Intelligence Test, will



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- Improving your EQ
- Coaching strategies to improve your EQ
- Using EQ to improve remote working
- Training tips for managers
- EQ tips for dealing with toxic

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employees And lots more... Having a high degree of Emotional Intelligence means having a much better chance of getting the job you want and climbing the promotion ladder. If you want to find the success that you deserve, showing your EQ skills is a huge step towards it and Emotional Intelligence

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REVISED AND UPDATED WITH  
NEW RESEARCH INTO EQ AND  
PERSONAL AND CAREER

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**SUCCESS** What is the formula for success at your job? As a spouse? A parent? A Little League baseball coach or behind the bench of a minor hockey team? What does it take to get ahead? To separate yourself from the competition? To lead a less stressful and happier existence? To be fulfilled

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in personal and professional pursuits? What is the most important dynamic of your makeup? Is it your A) intelligence quotient? or B) emotional quotient? If you picked "A", you are partly correct. Your intelligence quotient can be a predictor of things such as academic achievement. But your IQ is fixed and

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unchangeable. The real key to personal and professional growth is your emotional intelligence quotient, which you can nurture and develop by learning more about EQ from the international bestseller *The EQ Edge*. Authors Steven J. Stein and Howard E. Book show you how the dynamic of

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emotional intelligence works. By understanding EQ, you can build more meaningful relationships, boost your confidence and optimism, and respond to challenges with enthusiasm—all of which are essential ingredients of success. The EQ Edge offers fascinating—and sometimes surprising—

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insights into what it takes to be a top law-enforcement officer, lawyer, school principal, student, doctor, dentist or CEO. You will learn what the top EQ factors are across many different kinds of jobs, from business managers and customer service representatives to HR professionals



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and public servants. The EQ Edge will help you determine which personnel are the right fit for job opportunities and who among your staff are the most promising leaders and drivers of your business. And because all of us have other roles-parent, spouse, caregiver to aging parents, neighbor,

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friend-The EQ Edge also describes how everyone can be more successful in these relationships. "Finally, a practical and usable guide to what emotional intelligence is all about. This book peels the onion on what EQ really is and teaches the reader to assess their own EQ and how to

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increase it. This is the holy grail for career success."—Michael Feiner, Professor, Columbia Graduate School of Business and author of *The Feiner Points of Leadership*

This guide covers the critical emotional qualities that can have a greater impact on success than general

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intellectual intelligence. Includes best practices on how to enhance self-confidence, empathy, self-control, and other important emotional competencies.

Emotional Intelligence for Sales Leadership

Test Your Emotional Intelligence

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Emotional Intelligence and Your Success

Emotional Intelligence Test

Working With Emotional Intelligence

How To Use Emotional Intelligence In Daily Life: Self-Assessment Tools

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*book comprehensively covers topics in knowledge management and competence in strategy development, management techniques, collaboration mechanisms, knowledge sharing and learning, as well as*

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*relevant research to counterpoint or lend weight to key concepts; “cheat sheets” that simplify access and reference to individual articles; as well as the grouping of many of these topics under recurrent themes make this book*



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*unique. In addition, it provides scalable tried-and-tested tools, method and approaches for improved organizational effectiveness. The research included is particularly useful to knowledge workers engaged in*

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*executive leadership; research, analysis and advice; and corporate management and administration. It is a valuable resource for those working in the public, private and third sectors, both in industrialized and developing*

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*countries.*

*Emotional intelligence (EI) is the ability to monitor one's own and other people's emotions, to discriminate between different emotions and label them appropriately, and to use*

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*emotional information to guide thinking and behavior. Studies have shown that people with high EI have greater mental health, exemplary job performance, and more potent leadership skills. Markers of EI and methods of*

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*developing it have become more widely coveted in the past few decades. In addition, studies have begun to provide evidence to help characterize the neural mechanisms of emotional intelligence. Table of Contents:*

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goals that orients us and allows us to see purpose in even the most menial tasks. In *How We Work*, Weiss offers a set of practical, evidence-based strategies for practicing mindfulness in the real world, showing readers not just how to survive another day, but how to use ancient wisdom traditions to sharpen their abilities,

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