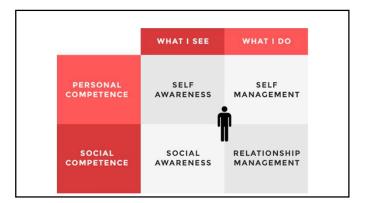


### Teams With Emotional Intelligence More effective in a shorter time More satisfied with team communication Receive more social support



# • DISC • Enneagram • Communication Styles Assessment • Myers Briggs • Keirsey Temperament Sorter • Sorter • Strength Finder How Many Know What Your Team Members Are?

The Problem Is...

We are overconfident in our ability to understand others

In fact...

Arguments aren't usually about correct facts; they are about conflicting perceptions, interpretations and values

Emotional Intelligence and the Meta Moment

Actions

Impact

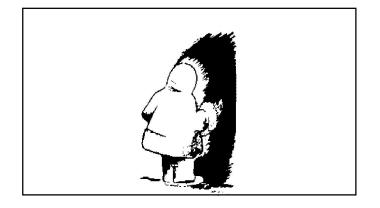
Assumptions

Behavior

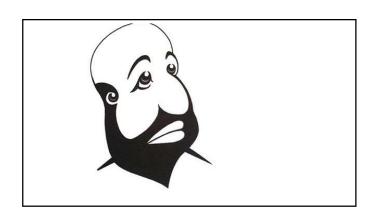
YOU ARE AWARE OF:

• My intentions
• Other person's Impact on Me

YOU ARE UNAWARE OF:
• Other person's intentions
• My Impact on Other People







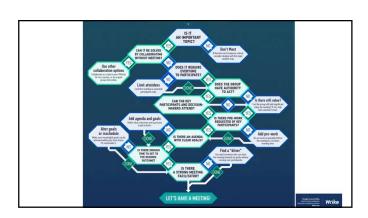
Default to Empathy  Seek first to understand. Then to be understood Stephen Covey	
Are your processes helping or hurting your communication?	
KAPWING	

Let's Play: Guess the Word

Insanity

(n.) Doing the same thing over and over and expecting different results.

# Are you lonely? Tired of working on your own? Do you hate making decisions? HOLD A MEETING! You can— See people Show charts Feel important Point with a stick Eat donuts Impress your colleagues All on company time! MEETINGS THE PRACTICAL ALTERNATIVE TO WORK



### Avoid the Twilight Zone

2D	3D
Facts	Discussion
Reading of Policies	Brainstorming
Task Lists	Sensitive Information
Not Tied to Business Objective	Important – Either urgent and/or Tied to Business Objectives

### Don't Forget to Listen

- 1. Allow the other person to share. Take notes.
- 2. Paraphrase
  - "So, what I'm hearing you say is..."
- 3. Use a confirming statement"Did I get that correct?"
- 4. Move to understanding
- 5. Send a follow-up email.
- 6. Set a Next Step

### CHARTER (sample) Agree on a Charter Our native: we comit to a overthrowing expectations but cannot be respect to people We will not like. We will not like the state information. We will not engage in behavior that does not respect people, including women. Respect to the best paging and the state of Communicate Decisions Conflict What's in it for Me: We wanted to be part of uber because of its cutting edge experimentation and its potential for wealth, 50th of these are endangered by accim, law-breaking, and desceit. They are endangered by a business model that does not work for drivers. The exciting potential of Uber requires a culture of respect. Immediate goals: Big changes are not easy. New leadership at the top and the new tip policy for drivers are concrete steps. Changing an internal culture of sexism and disrespect is more difficult, and we will bring in teams of consultants to help us with this next step.

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