

5 Emotional Intelligent steps that can grow your influence

“Between between stimulus and response there is a space. In that space is the power to choose our response. In our response lies our growth and freedom”- Viktor Frankl

CPR Management Coaching

TAKE THE LEAD

E.I and Influence

“Let no man imagine that he has no influence. Whoever he may be, and wherever he may be placed, the man who thinks becomes a light and a power.”

- Henry George

I was once told that every time we speak we have the power to influence. Think about that for a minute- isn't that incredible and powerful? Our words often accompanied by actions have the power to change thoughts and thus the actions of others. No matter your position in life, what you say has a profound impact on others- it can make someone's day or ruin their day if they are not careful. Words can curse or set people free. The power lies in knowing this and deciding how to use the power of your physical presence and voice. Emotional Intelligence allows the knowing by raising awareness and providing the tools for us to make intentional choices that can serve us and others.

By implementing the actions on the next page, you can jumpstart growing your influence. For an even more powerful outcome answer the questions below:

Who seeks my opinion, thoughts or advise?

How am I influencing them?

Who else do I want to influence?

JUMPSTART YOUR E.I

Raise your self awareness

- Identify your values, what matters to you guides your action
- Delay judgement of others and situations when you are not in immediate danger. e.g. count to 10, feel your feet on the floor, feel your chest rise and fall
- **Progress Indicator:** Delay in response to typical triggers

Manage your responses

- Start listing your triggers, often its related to a need, expectation or value
- Be a STAR: stop, take a breath, and then respond
- Engage your pre-frontal cortex by asking a question e.g. what am I missing? What matters to this person?
- **Progress Indicator:** You ask more questions for clarity.

Pay attention to your social environment

- Pay attention to who gets things done and how.
- Identify the influencers in your space
- Have lunch at different times to sit with different people
- **Progress Indicator:** You know who to talk to get something done, even if you don't ask yet.

Manage your relationships with others

- Practice & know the difference between empathy & compassion
- Create a space where others feel free to speak up
- Focus on facts AND acknowledge your and others emotions. Use Marshal Rosenberg's Non Violent Communication script.
- **Progress Indicator:** conflicts are efficiently managed, increase loyalty and respect.

Practice, practice

- Reflect & Summarize your day
- Set an intention based on your new awareness
- Ask -What can you do differently?- Create a plan for familiar challenges
- Reframe: ask "are my intentions aligned with my actions?"

Let's connect

If this information made think about your growth, why not take the journey and discover where you are? My Career & Emotional Intelligence Coaching offers more skills, tools and support on your journey that gets you on your "ultimate goal" journey.



The path is here :
<https://cprmanagementcoaching.coachesconsole.com/calendar> , sign up for a
"Take the Lead" sample session.