

THE PSYCHOLOGY OF SUCCESS: SECRETS THE SUPERSTARS KNOW

What do the super-stars of success know that the rest of us do not? In this fast paced seminar, your group will learn the six essential key ingredients to the science behind success. Why do some people just seem to rise to the top in their field? Why is it that some people have all the luck? You will learn how your E.Q. is more important than your I.Q. and how your attitude is more important than your latitude.

OVERVIEW:

Researchers used to look at the concept of intelligence strictly through the lens of academic performance and I.Q. Now we know that real intelligence goes way beyond how well we performed on tests in school. It has to do with how well we handle people, how we deal with set-backs and failures, how well we achieve our life goals, how we motivate ourselves, . . .and most of all. . .how well we manage our emotions.

In this seminar, the people in your practice will discover a blueprint for achieving success in their relationships, in their health, in their careers, and in your office. They will learn about a new dimension for success called: "Emotional Intelligence" or EQ. Your people will explore their own EQ and discover how well they can handle themselves, work with others, and manage their emotions. They will even have the opportunity to take an E.Q. test and find out their own EQ score.

PARTICIPANTS IN THIS SEMINAR WILL:

- Discover the role of emotions in their personal and professional lives
- Learn how to transform their emotions into allies to help them achieve goals
- Explore the Five Factors of "Street Smarts for Success"
- Apply the skills everyone should know for getting along with self and others
- Learn how to identify and achieve what they want personally and professionally
- Discover how to deal with setbacks
- Learn how to turn failures into stepping stones for success
- Learn how to "read" people more effectively and get better results
- Learn how to manage impulses which threaten the achievement of goals
- Know when to feel good and when to reward themselves for goals achieved

- Apply the Psychology of Success which the “Super-Stars” really know
- Realize what their own Emotional Quotient is and how they can raise it higher
- Activate strategies for dealing with the "Fearsome Foursome" Roadblocks to success
- Get a grip on Anger
- Reel in Anxiety
- Galvanize themselves against Guilt
- Make friends with Depression
- Uncover the thoughts which hinder them from being more effective
- Learn how to diffuse someone who is explosive
- Motivate someone with a bad attitude
- Learn how to deal with Corporate Complainers
- Develop Self-leadership skills
- Learn how to communicate feelings effectively in the workplace
- Find out how to be more positive in negative circumstances

OUTLINE FOR THE DAY:

Emotional Self-Awareness

*Learn the anatomy of an emotion
Discover why we have emotions
Learn how the brain works
Understand emotional hijacking*

Emotional Self-Management

*Use your emotions as signals
Overcome irrational beliefs
Handle disruptive emotions
Learn how to share your feelings*

Emotional Self-Motivation

*Uncover your personal motivations
Train your brain
Develop impulse control
Achieve goals*

Emotional Other's Awareness

*Empathize with others
Understand emotional contagion
Learn the difference between
empathy and sympathy
Connect better with others
Become less critical and judgmental*

Emotional Others-Motivation

*Help others manage their emotions
Understand your sphere of influence
Recognize what you can and
can not control
Inspire optimism, confidence and
hope in others*

SESSION DESCRIPTION FOR PRINTED PROGRAM:

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