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Intelligence and emotions are often presented as mutually exclusive, but they should not be. Emotional intelligence can help you develop better relationships, work harder, and manage your feelings. To hone it, recognize the value in your raw emotions. Brain Choice is an interesting point: sometimes our intellect can blind us to the wisdom of our emotions. As they put it, pain can put us in a raw, direct contact with the emotional truth of our being. Referring to the writer Marcel Proust: I believed that I was leaving nothing out of the account as a strict analyst; I believed that I knew the state of my heart... I was mistaken in thinking that I could clearly see in my own heart. But this knowledge, which would not give me astute perception of the mind, has now been brought to me, hard, sparking, strange as crystallized salt, a sharp reaction of pain . That's not saying you should let emotions cloud your best judgment and intelligence. He simply recognizes wisdom in these emotions. We've discussed the power of emotional intelligence before, and it's basically the ability to recognize and deal with your feelings. In other words, there is value in your emotions, and pain is a powerful emotion can that can teach you a lot about yourself. For more information on this idea, read the full post below. Proust is about love and how our intellect dazzles us with the wisdom of the Heart of PickingsPhoto by bluemix TL,DR: Working towards becoming more self-conscious with emotional intelligence and decision-making bundle for \$34.99, 99% savings as of July 5. People kind of suck these days. Seriously. A quick scroll through Twitter will check this out. With emotion running high, empathy, social skills, and self-awareness (some of the main areas of emotional intelligence) seemingly went out the window. But there are ways to get back in touch with your feelings and become a better person, both with this emotional intelligence and decision-making bundle. Coined as a concept in 1995 by psychologist and scientific journalist Daniel Goleman, emotional intelligence is centered around the ability to manage and control one's own as well as the emotions of others and use them to guide one's thinking and actions. An emotionally intelligent person will have a higher chance of success and a stronger ability to lead effectively. So, what does it take to become emotionally intelligent? According to Goleman's work: self-awareness, self-regulation, motivation, empathy and social skills. With 13 hours of content and 10 courses, this package will help you create these five elements and grow as a person. After a highly rated introductory course covering how emotions affect performance, relationships and decision-making, you'll immerse yourself in life lessons about conflict management, managing stress emotional resilience as You will also learn about behavioral styles and personality types in and out of the workplace, which will help you develop more attractive and long-term relationships through communication and motivation. When you understand the reasons why someone acts the way they do, it can change everything for the better. And perhaps most importantly, there are courses of self-expression and self-awareness. Through a series of lessons, you will learn how you express your emotions and how it relates to your self-confidence, assertiveness, and emotional independence. By the end of all 10 courses, you may even begin to understand who you are in the world, understanding your values, strengths and weaknesses, and how they can support or limit you in your life. In other words, some seriously profound things. All of these courses are taught by Robin Hills, an emotional intelligence coach, coach, and facilitator with more than three decades of experience. They all rated more than 4 out of 5 stars and earned rave reviews. Even better, they're all on sale. Regularly, it will cost you \$990 for all 10 courses, but for a limited time, you can get them bundled for as little as \$34.99. The opinions expressed by the participants of the entrepreneurs are their own. Usually we think about intelligence in terms of knowledge or cognitive reasoning abilities, but there is another kind of intelligence that is no less important, if not more so, in the business environment. Related: 11 Signs that you lack emotional intelligenceEmotional intelligence refers to someone's ability to read, feel and react to emotions, both within yourself (or yourself) and others. And, yes, it may seem like a phenomenal quality to have when managing a personal relationship, but you'll be surprised to learn how much emotional intelligence can affect performance as well. Principles of emotional intelligence in the workplace You have just read the basic definition of emotional intelligence, but let's see how it functions in the work environment. As I see it, emotional intelligence manifests itself in three main dimensions: awareness and regulation. First, there is the introspective side of emotional intelligence. This measurement is all about your ability to recognize, analyze and respond to your inner emotions. For example, if your idea of laughing at a group of people, emotional intelligence will allow you to recognize the frustration or humiliation you feel and give you some level of control over that emotion. Sympathy. Second, empathy allows you to feel internally what other people feel. This allows you to treat others on a deeper and more reflexive level, understanding their motives and who they are as people. Social skills. Third, emotional intelligence gives you the best social skills, since you can use your emotional understanding to adjust your response, adjust the tone for target audience and figure out the right thing to say in almost any situation. Related: 7 Signs that you are an emotionally intelligent PersonAlready, you can see how these traits are helpful, but let's focus on exactly how emotional intelligence allows you to get more done each day. Understanding and controlling emotional reactions When you understand and have the ability to control your own emotional reactions, you become less susceptible to mood swings or counterproductive reactions to frustrating situations. Allowing your anger or panic to get the best out of you forces your mind to race, and prevents you from thinking rationally, or focusing on goals one by one; it wastes time and instantly jeopardizes performance. Instead, it is better to recognize where these hot emotions come from, bring them under control and act as calmly as possible. Stress management and self-service entrepreneurship are also stressful. You will face tough decisions almost every day and work long hours on a regular basis. Emotionally intelligent people know their limits, and can recognize when the stress of work starts to get the best out of them. What's more, they will actively take breaks, whether it's an extra 10 minutes for lunch or a week's vacation, and prevent themselves from ever becoming completely exhausted. As a result, they will get more done per day and be much less likely to burn out. Collaborating with others, as you can guess, emotionally intelligent leaders are much better at collaborating with others - and collaboration is vital in a fast-paced startup environment. These people can easily read other people's emotions by recognizing their strengths, weaknesses and reactions to what they are. They also adapt because they are empathetic, and are more willing to make sacrifices for the good of the team. By accepting and including feedback Best entrepreneurs collect feedback, both domestically and abroad, to better understand how their companies work and how they can do better. Emotionally intelligent entrepreneurs can take this feedback even if it involves negative or harsh criticism, and understand it without taking it personally. They are also able to give feedback to their team members more productively, as they can deliver it with greater sensitivity and a greater emphasis on individual needs. Striking valuable partnershipsFinable, emotional intelligence allows you to create the best strategic partnerships and attract the best people to your brand; it can even help you attract more social media followers. The idea here is that you will be able to understand exactly what your potential partners need or want from you, and be able to communicate more effectively with once a partnership agreement has been drawn up. These partners will be able to improve performance and efficiency, provided that you can maintain your relationship with them. Obviously, then, emotional intelligence is worth honing as an entrepreneurial trait. If you don't feel particularly empathetic, or if you struggle to recognize and control your own emotions, don't feel defeated. Emotional intelligence may have a genetic component, but that doesn't mean it's out of your reach. Related: The importance of emotional intelligence in WorkBy is more closely aligned with your senses, and works to listen and understand others, you can gradually gain skill over your own emotional intelligence. If you are in a leadership position, or hope to be someday, I highly recommend you make an attempt. November 7, 2017 5 min read The Opinions Expressed by Entrepreneur Contributors are their own. There are many types of intelligence and emotional intelligence, although this is much discussed these days, often not displayed much in the workplace. Being able to identify and manage emotions (both yours and others) helps you better manage relationships. It may be a rigorous process to cultivate to be more open to viewing your own emotions, but this work will lead to a happier and more successful life. In order to be emotionally intelligent you have to be self-conscious. For example, some leaders pretend to be self-confident and may not even realize it. There is a big difference between true self-confidence and forgery. The people you work with can subconsciously feel the difference. You work more competently when you have realistic self-confidence. This is because you understand your feelings and you can tell when strong emotions are about to happen, so you adjust. Understanding your feelings sounds pretty simple, but it's actually something that takes a long time to learn. The management of MaterialSomeone, which is emotionally intelligent is sustainable, is able to remain calm under pressure. When you get upset, you get over it quickly and don't dwell on it. You are also emotionally balanced, you keep the distress in check and you don't let it spill over to others around you. Leaders like this tend to keep an eye on long-term goals no matter what strikes may arise along the way. Emotional intelligence also requires empathy, both emotional and cognitive. You really understand other people's feelings and perspectives. It allows you to see things from many angles and people pick up on that. Seeing how someone feels allows you to communicate better. People like this also tend to be good listeners, pay attention better and don't just wait their turn to speak. intelligence is both an innate trait and a learned skill. Choose the areas below where you are the weakest and strive for improvement on a daily basis. If you are prone to being in your own bubble and how to work alone, you may need to push themselves to achieve more emotional intelligence. Try these seven tips to start:1. Surround yourself with a higher emotional self than you. They say the birds of the pen do flock together. To some extent, you average the people you have around you the most. Make an effort to be with people you admire and who have qualities, including the emotional intelligence you want to emulate. Related: How Emotional Intelligence Can Improve Performance2. Read on. It's really that simple (it can also include audiobooks). Reading books designed to increase your emotional intelligence will do just that. Need help? Read the entrepreneur's audiobook recommendations. Related: 12 Self-Aware Exercises That Fuel Success3. Practice active listening. People, of course, do not listen actively, instead we wait our turn to talk. Conscious listening requires work. You have to stop yourself until someone speaks and notices if you are actually formulating your answer and not listening. It takes time to find out. The rewards are good though. Active listening reinforces compassion and empathy - pillars of emotional intelligence. Related: The Importance of Emotional Intelligence on Work4. Learn from your mistakes. We hear so often that we have to learn from our mistakes that we take it for granted or forget to do so. One way to build this skill is to write down past mistakes or failures and then determine what went wrong and what you can learn. If you don't watch these things in time, you'll just keep repeating them. Related: 25 bad words that make other people feel inferior5. Choose your leisure wisely. Find activities that you really like that also happen to increase emotional intelligence. It can be a chess club, a meditation group, a yoga club or a book club. Lean over from watching too much TV. The downtime doesn't have to be brain-turned time. Related: 11 signs that you lack emotional intelligence6. Accept lifelong learning. We should never stop studying, but education should not take place in a traditional school classroom. How are you actively learning something new at the moment? What do you want to learn? Rockclimbing? Singing? Aikido? The options are endless. Related: 10 Podcasts that can change how you think about life7. To the therapist. Mental and emotional health is closely related to your physical health. It is widely accepted that people feel better when they have an emotional exit in the form of another person. Professional therapists are extremely valuable because they offer an unbiased space for people to talk about happens in their lives. If for some reason you can't bring yourself to a therapist, at least someone in your life you can talk regularly about your feelings. Emotional intelligence requires work and practice, just like any other form of intelligence. All right all right -- You are in complete control of the work of these emotional muscles of intelligence. Watch who you interact with, learn new things and give yourself an emotional outlet. All this will help to grow this very valuable personal potential. 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