

## EI and IP—Core Tools for Science Leaders



The APS Leadership Institute is pleased to present its new format for this year's training program to be held on Saturday, August 1, from 8:30 a.m. to 4:30 p.m., prior to the annual meeting in Pasadena. Participants will gain the benefit of a two-part interactive workshop with the morning focused on Emotional Intelligence (EI), a break for lunch with a networking opportunity, and then an afternoon concentrating on Influence and Persuasion (IP). This year's workshop features expert facilitators in these core leadership areas from the Center for Nonprofit Management.

### Part 1: Emotional Intelligence

Our emotions are *not* a touchy-feely abstraction—they are hardwired data that is integral to brain function and vital to effective decision-making. Numerous studies have proven that the ability to understand and manage emotions—a skill known as emotional intelligence (EI)—is a much better predictor of career success than IQ, education, or expertise. That's why organizations as varied as American Express, Google, and the U.S. Army rely on EI programs. Those programs work because emotional intelligence is *not* innate. EI is a skill that can be measured and taught—and it's being taught to tomorrow's leaders at Harvard, Wharton, and Yale (among many others). Now you can explore how strong EI skills can give you a performance edge. In this lively, interactive seminar you'll learn how your brain works and the role that emotions play in your decision-making, how EI is defined and measured, and how to recognize and understand the core EI skills.

For more than 10 years, facilitator **Allen Halcrow** has worked as a leadership coach and trainer. He is certified in using the two leading EI assessment tools and has coached EI skills for hundreds of clients.

### Part 2: Influence and Persuasion (IP)

It's one thing to develop a vision, it's yet another to get others to buy into your plan. Influencing skills and the art of persuasion are key facets of turning ideas into reality, but these skills are not necessarily intuitive. Research suggests that there are fundamental elements that enable us to be more successful persuaders, skills and traits that can be taught and learned. The afternoon session of the workshop will identify critical traits of successful persuaders, such as emotional intelligence and self-motivation. In addition, students will learn valuable influencing skills such as empathy, active listening, and effective communication. Facilitator **Denise Wolfe** supports clients in identifying the new demands, applying critical thinking, developing creative strategies, and leveraging their talent. Wolfe has been a highly sought after organization consultant for over 20 years, serving multiple Fortune 500 companies and government agencies.

The workshop is substantially supported by the APS Council as a priority for APS leadership development and is also provided in part by support from Monsanto. In addition, attendee fees of \$75/attendee help cover individual assessment, workshop materials, continental breakfast, coffee breaks, and lunch. Space is limited to 50 participants, and requires assessment completion prior to the event, so make sure to register early for this valuable leadership opportunity. ■