Applied Emotional Intelligence

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A decade on from its birth, emotional intelligence is attracting more attention than ever before. Why? Because of its proven connection to performance. Tomorrow's leaders will have to be facilitators who work collaboratively to help others develop their potential, and this will require emotionally intelligent skills and attitudes. Against this landscape, Applied EI provides the tools and advice needed to develop and manage a relationship with yourself and create positive relationships with others – the twin cornerstones of emotional intelligence. We're all capable of acting with emotional intelligence. Most of us don't, because internal interferences – misguided beliefs and attitudes learnt in childhood – get in the way. Countering this, Applied EI attaches unique importance to the role of attitudes in developing and applying emotional intelligence. Tim Sparrow and Amanda Knight stress that EI isn't a synonym for personality; it's about managing personality. That's why knowing how to put EI into practice is essential. And that's why reducing EI to a single number or score misses the point, and serves only to give us another measure by which to judge ourselves and others. Anyone interested in performance improvement today needs to be interested in emotional intelligence. Applied EI shows how our attitudes underpin our EI, explores how to develop emotionally intelligence attitudes, and lays out tactics for applying them in practice. It discusses what is needed at individual, team and leadership development levels, and considers what it means to be an EI practitioner. Its practical approach and unique perspective make it a must–read for anyone involved in the field of personal development.

作者介绍:

目录:

[Applied Emotional Intelligence_下载链接1_](#)

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