

# **Improving Your Emotional Intelligence With Executive Coaching**

Emotional quotient or emotional intelligence (EQ) is one of the more under-rated business skills that need to be given more attention. Fortunately executive coaches are seeing EI as one of the foundations of good leadership. What is EI? It is an ability to control your emotions and those of the people who work for you so productivity is not suddenly hampered or vulnerable to moods swings. Do you know that the statistics on EQ in business is astonishing? Just look at what it can do for business:

- 75% of the Fortune 500 leaders and CEOs have extremely high EQ
- 58% of workers equipped with high EQ get promoted faster
- Those with high EQ tend to earn thousands more than those with low EQ

Most important of all – you can learn to improve your EQ!

## **EQ Or Social Intelligence?**

Social intelligence was used in the 1920 to describe EQ. It was described as a way to properly understand people so you could effectively manage them. For instance, if you own a business and you can't seem to get your employees to work smarter instead of longer, you should find an executive coach who could assist you on how to more effectively use nonverbal communications. In your executive coaching sessions, he will work with you in managing your emotions while delivering your message to your employees. He will also help you understand how your employees have been conditioned to work harder and how to overcome their objectives to work smarter. By using EQ or social intelligence, you learn how to understand and change the situation for the best.

## **How An Executive Coach Can Help You Develop Your EQ**

There are several steps an executive coach can do on the first week alone after you hire him. Assuming you get a professional and highly regarded business coach, these are a few of the processes you will experience:

1. Finding out what your skills and weaknesses are
2. Measuring your skills in a way that comes with a growth chart
3. Helping you understand how important you are to the business

4. Increasing your self-awareness and
5. Creating a plan

All these steps are initial and tentative because as you progress, your executive coach will make important changes.

### **Self Taught or Skilled Coaching?**

You might say that these are things you can do on your own but that's not entirely true. There is one crucial difference between being self-taught and learning from a professional: intuitive learning. By studying on your own to improve your EQ, you rely almost completely on intuitive learning. There are no assessments. How would you know where to start unless you know where you stand right now? Only an executive coach can set the foundation for your coaching. His coaching will be based on empirical data, not only intuition or instinct.

Finally, an executive coach will never lump EQ into one skill. There are several branches of EQ starting with Perception, Reasoning, Understanding, and Managing. You see, it is a science that demands a high level of knowledge so you will learn to handle your emotions alongside that of your peers and employees. Become an expert in these skills with the help of an executive coach and you have an incredible chance to be great at what you do instead of just ordinary and run-of-the-mill professional.