



David and Craig's top tips on emotional intelligence

What's it all about?

Traditionally intelligence has been measured by Intelligence Quotient (IQ); being good at maths or exams for example. However, this only contributes around 20% to humans being successful in life.* The rest comes from Emotional Quotient (EQ), which is understanding and managing one's emotions and helping get the best out of others by understanding their emotions. Importantly, IQ is generally a fixed lever we're born with, but EQ we can continue to develop throughout our life.

* Check out the Daniel Goleman book in our list below

Our philosophy on...

Our emotions and responses dictate the experience others will have when interacting with us. We believe that becoming more self-aware and knowing how to manage our emotional self is a recipe for success in life. Imagine being able to recognise and manage your emotions, helping others to manage theirs and the impact this will have on relationships, achievement of work and life goals and enjoying life to the full



Who will benefit?

Leaders, managers and in fact anyone who wants to be the best version of themselves and help others be the same

Books that will help:

In Praise of Slow by **Carl Honore and Laura Brett** - a fabulous book that looks at the speed of life that seems to be the default setting and how taking a slower approach has lifelong benefits and positive impacts

Emotional Intelligence by **Daniel Goleman** - his book brings to life emotional intelligence and how every person can benefit from becoming more self-aware

The Tao of Pooh by **Benjamin Hoff** - a book that takes the instructions of the Chinese philosophy of Taoism (which links massively to self-awareness and EQ) and shares them in an entertaining way using the characters Winnie the Pooh

Visit these websites:

www.ted.com/talks - a brilliant TED talk by Tasha Eurich on how to begin increasing your self-awareness with one simple fix

www.danielgoleman.info - the website for Daniel Goleman, the psychologist who is viewed by many as the guru on emotional intelligence

www.16personalities.com - a useful personality profile that helps an individual develop even more self-awareness and become more aware of the behaviour of others



Listen first to yourself

Ask yourself: What are you saying to yourself? How does this make you feel? How does it affect your rational thinking? Is what you're saying your servant or are you beholden to it? How can you change what you're saying if it's the latter? How can you practise the new feelings?

Be beautifully still

Turn off your distractions and see what you notice and how this makes you feel. Dedicate time to having no phone, TV, tablet or console within reach or earshot. Put on some music, have a meal and just chat. Buy an old-fashioned alarm clock and leave your phone away from where you sleep



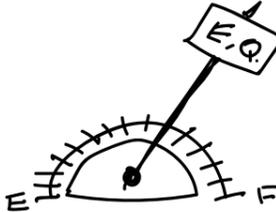
Delay short-term gratification

Think about what you might want to achieve in three to five years. Teach yourself (and your children if you have them) to say both 'no' and 'not now'. Google 'the marshmallow test'. This tells us that those who can wait for a reward, because they know something better is down the line, tend to have more fulfilling lives and are more successful. How cool!



Rambu-tips on emotional intelligence

before we start



the building blocks



There are some basic yet powerful things we can all start to do that will help develop EQ

look inside yourself

To develop real self-awareness, take time to recognise what's really important

Tool up!

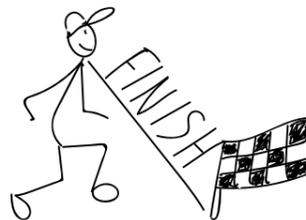
There are some fantastic tools, techniques and personality profiles that are designed to help you learn more about yourself and develop even more self-awareness. We have added one of the personality profiles we like in the website section of this top tips. Ask yourself, what more could you learn about yourself by dedicating time to tooling up? How will this help you?

keep on learning



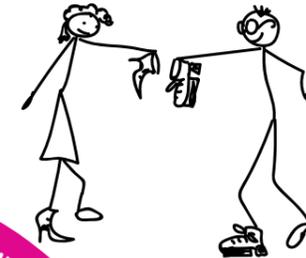
Value time more than money

Ask yourself how hard and long you want to work to give you the best balance across all areas of your life. Compare yourself only to what you want to achieve not what others have accumulated. Everyone seems to be running at 1,000 kilometres an hour to stay in the race. Most people will burn out long before they realise that if life's a race then we are only ever really competing with ourselves



Commit to understand others

Recognise that the emotions of others are at the forefront of their reactions. How you choose to react will help the other person become more aware of their own feelings and how these may be helping or hindering them. Step inside their shoes and imagine what it might be like for them right now. Ask yourself 'What can I do right now to help this person even more?'



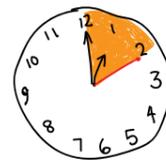
Reflect with effect

David's daughter recently bumped his new car. Once he knew she was OK he laughed as she told the story of how it happened. Her friend asked David why he wasn't mad ("My dad would go berserk!" were her exact words). David said that being mad wouldn't change the size of the dent in the car door so it was pointless. You can control your reactions to any situation; choose to stay cool!

Bounce back

Learn from mistakes and situations that haven't turned out the way you wanted them to and use the experience to choose how you want to think and feel. Ask yourself, "What can I learn from this and what's important to me right now?" Listen to your answers and gain a new, more useful perspective on the situation

deliberate decisions
Become more in tune with your decision making. Use this to help you plan what's right for you and the life you want



Schedule thinking time and stick to it!

How often do you really take time to stop and think? Plan it in your diary, block it out and stick to it! Ten minutes a day can make a lifetime of difference. Become more aware of thinking about your thinking and use this to help you develop even more self-awareness and achieve your desired outcomes

Or give us a shout:

+44 (0) 1858 461071 or email hello@rambutan.biz and we'll give you some magic dust ideas that will help increase your EQ

