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Intelligence", which is a

term often mockingly

understood by the

general population as

giving feelings to

managers.

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Primal leadership draws

upon the Emotional

Intelligence of a leader.

Emotional Intelligence

is made up of four

domains: self-

awareness, self-

management, social

awareness, and social

management. Of the

four, self-awareness is

the most critical as it

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lays the foundation for
empathy and the

remaining three

domains.

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especially when he

articulated a new vision

for the com- pany and

mobilized people to

follow it. Those caveats

aside, jet's get bàckto

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those infamous

corporate 'leaders' who

seem to have achieved

sterling business

results despite their

'brutish' approaches to

leadership.

BREAKTHROUGH

LEADERSHIP

DECEMBER 2001

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Primal Leadership is a
good book to understand

the different types of

leadership and when to

better deploy each one.

It loses steam in the

second part of the book,

but Daniel Goleman

makes it worth your

while with good

descriptions and

examples for the 6

styles of leadership.

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Acting as a leader in a way that primes positive emotions in people.

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Intelligence".. It is the capacity of the leader to rouse and focus strong

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positive emotions in
their followers and

focus that energy on a

specific direction.

Power Of

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with a new preface by

the authors, vividly

illustrates the

power--and the

necessity--of leadership

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that is self-aware,
empathic, motivating,
and collaborative in a
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Learning to Lead with
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Daniel Goleman was
formerly a journalist
with the New York

Times and is the author

of Emotional
Intelligence, one of the

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most influential books
on organizational life.

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Leadership, co authored

with Richard Boyatzis

and Annie McKee, was

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will learn the secrets of
primal leadership by: □

Understanding what
primal leadership is and
why, when practiced
correctly, it creates
resonance in your
organization. □

Understanding the
neuroanatomy that
underlies primal
leadership and what
emotional intelligence
competencies you need

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Don't start with

leadership biographies,

start with theory - this is

a great starting place.

The thesis of Goleman,

Boyatzis, and McKee's

Primal Leadership is

that it is neither a high

IQ nor masterful skills

that truly make a leader

- the key essence is a

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high level of emotional
intelligence.

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DANIEL GOLEMAN
Emotional

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Realizing the Power of
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(Leading with
Emotional Intelligence)

[Prof. Daniel Goleman
Ph.D., Richard

Boyatzis, Annie

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McKee] on
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shipping on qualifying
offers. Daniel
Goleman's international
bestseller Emotional
Intelligence changed our
concept of being smart

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the Authors, the authors

show that great leaders

excel not just through

skill and smarts, but by

connecting with others

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using emotional
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intelligence
The Author like
competencies like
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leadership that is self-aware, empathic,

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complex. It is even

timelier now than when

it was originally

published.

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Lead with Emotional
Intelligence By Daniel
Goleman, Richard
Boyatzis, and Annie
McKee

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The implication is that
primal leadership
demands more than
putting on a game face
every day. It requires an
executive to determine,
through reflective
analysis, how his
emotional leadership
drives...

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