



Emotional Intelligence at Work: The Untapped Edge for Success

By Hendrie Weisinger Ph.D.



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At long last, a book directed to the working world that acknowledges and demonstrates how managing our emotions and dealing with the feelings of others increases the bottom line. Practical, practical, practical!

--Rita McGlone, assistant director of executive education, The Wharton School of Business

Experts now acknowledge that emotional intelligence (EI) is perhaps the most crucial determinant of success in the workplace. And unlike IQ or other traditional measures of intelligence, EI can be developed and dramatically increased. This unprecedented book demonstrates how to master the core competencies of EI, abilities that include self-motivation, high self-awareness, mood management, and emotional mentoring. In addition, it includes scores of real-world examples and dozens of practical exercises that accelerate the process, along with step-by-step approaches to mastering a variety of EI techniques.



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Bibliography

- Sales Rank: #264313 in Books
- Published on: 2000-04
- Original language: English
- Number of items: 1
- Dimensions: 8.80" h x 1.00" w x 5.70" l, .74 pounds
- Binding: Paperback
- 219 pages

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Editorial Review

Review

"At long last, a book directed to the working world that acknowledges and demonstrates how managing our emotions and dealing with the feelings of others increases the bottom line. Practical, practical, practical!" (Rita McGlone, assistant director of executive education, The Wharton School of Business)

"Emotional Intelligence at Work is your antidote to job-related stress. It is healthy and nutritious for your mind and your body." (Dr. Art Ulene, The Today Show)

"This is the one book that translates the theory of emotional intelligence into an accessible, hands-on program everyone can use to advance their careers and improve their lives." (John Mayer, Ph.D., co-creator of the theory of emotional intelligence and associate professor of psychology, University of New Hampshire)

"Dr. Weisinger shows us how to use our emotional assets to maximize our intellectual assets. We can all use this book and we all know someone who can use it, too." (Allan Barnes, intellectual assets process leader, IBM Advanced Business Institute)

"Dr. Weisinger demonstrates how we all can use emotions as an opportunity. Deploy his techniques to increase satisfaction, performance and bottom-line results in your organization." (Debra-Lynn Terrill, director of executive education, Anderson Graduate School of Management, UCLA)

"This is a good read. It contains a great deal of common sense and includes a bibliography should the reader wish to follow up the subject." (Professional Manager, September 2000)

"Pleasingly free of psychological jargon, this is actually a pragmatic and well-written structured guide for managers (actually for people)." (Training, November 2000)

"...this is a book that I recommend.." (Long Range Planning, No.34 2001)

From the Publisher

Emotional Intelligence at Work is your antidote to job related stress. It is healthy and nutritious for your mind and your body.

From the Inside Flap

If you think analytical skills, company loyalty, or even competence is the key to success in the workplace, it's time to think again. Most experts now agree that those who climb the corporate ladder most quickly are those who possess a high degree of emotional intelligence. Simply put, emotional intelligence (EI) is the ability to make your emotions work for you by using them in ways that produce the results you want. And the good news is that, unlike IQ and other traditional measures of intelligence, EI can be developed and dramatically increased. Based on an extensive body of research and the author's years of experience in the field, *Emotional Intelligence at Work* is a hands-on guide people can use to amplify their own emotional intelligence. In plain, easy-to-follow language, Dr. Weisinger explains exactly what EI is all about. He shows how to master the core competencies of emotional intelligence, abilities that include self-motivation, high self-awareness, mood management, and emotional mentoring. Moreover, he includes scores of real-world examples and dozens of practical exercises that accelerate the process, as well as step-by-step approaches to

mastering a variety of EI techniques. Aside from showing individuals how they can get ahead by applying emotional intelligence in the workplace, Dr. Weisinger also explains how businesses can benefit through the application of EI on a company-wide basis. Because the development of EI leads to employees who are more creative, more fulfilled, and more enthusiastic, its promotion throughout an organization can improve productivity, speed adaptation to change, improve retention of key employees, and generally bolster that organization's competitive stance. A number of books have been written about the theories surrounding emotional intelligence. But this is the first to translate those theories into a pragmatic plan of action anyone can follow. Use it to achieve the kind of success that, until now, seemed always reserved

Users Review

From reader reviews:

David Wolverton:

Throughout other case, little men and women like to read book Emotional Intelligence at Work: The Untapped Edge for Success. You can choose the best book if you appreciate reading a book. So long as we know about how is important the book Emotional Intelligence at Work: The Untapped Edge for Success. You can add expertise and of course you can around the world with a book. Absolutely right, since from book you can recognize everything! From your country until foreign or abroad you may be known. About simple point until wonderful thing you can know that. In this era, we can easily open a book as well as searching by internet product. It is called e-book. You should use it when you feel bored stiff to go to the library. Let's go through.

Bertha Davis:

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Jeri McKeen:

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