



# Emotional Intelligence

## Managing emotions in a clever way

### Seminar objective

In this course, you will learn how to increase your emotional intelligence and manage your emotions. Even in a highly technical and commercial environment, people's emotions often play a major role. That is why, in addition to high technical proficiency, empathy - emotional intelligence - is crucial. Feelings influence communication largely. Successful discussions always depend on us interacting in an intelligent, conscious and sensitive way with our own feelings and those of others. When it comes to success, empathy is as important as technical knowledge.

### Seminar content

#### Fundamentals of Emotional Intelligence:

- Recognizing, understanding and trusting your own feelings
- Self-awareness: Becoming aware of your own feelings
- EQ & IQ - how mind and emotions work together
- The ability to understand others?
- Empathy: Perceiving and understanding the feelings of others
- Why do people with high confidence perform much better and set higher goals in their professional lives?
- How do feelings arise and what do they express?
- How can I control feelings?

#### Mindfulness in Interaction:

- Mindfulness: awareness of our mood and of our thoughts.
- Self-motivation and optimism
- Emotional intelligence determines our performance
- How feelings influence our willingness to act
- Taking better control of our own feelings

#### Improving your Emotional Intelligence:

- How can you quickly recognize the emotional state of other people?
- Be aware of the wishes and needs behind the emotional states
- How do feelings arise and what do they express?

#### Tips for everyday life:

- Mindfulness exercises
- Reflecting on the ability to empathize
- Using the intelligence of feelings in everyday life
- Tools for practical exercise in everyday life

### Methodology

External and self-analysis Video-supported role plays Discussion in the group Discussion based on practical examples Individual and group work

### Target audience

The seminar emotional intelligence is aimed at specialists and

#### Course ref.

PE4004

#### Participants

not more than 9 participants

#### Schedule

1. Day: 10:00 - 17:00  
2. Day: 09:00 - 16:00

#### Location & dates

##### Münster

05.12.2024 – 06.12.2024  
24.02.2025 – 25.02.2025  
05.06.2025 – 06.06.2025  
04.12.2025 – 05.12.2025

##### Hamburg

05.09.2024 – 06.09.2024  
03.04.2025 – 04.04.2025  
04.09.2025 – 05.09.2025

##### Berlin

07.11.2024 – 08.11.2024  
13.02.2025 – 14.02.2025  
06.11.2025 – 07.11.2025

##### Hannover

24.03.2025 – 25.03.2025

##### Cologone

28.04.2025 – 29.04.2025

##### Frankfurt am Main

11.11.2024 – 12.11.2024  
22.05.2025 – 23.05.2025  
25.09.2025 – 26.09.2025

##### Nuremberg

16.01.2025 – 17.01.2025

##### Stuttgart

31.03.2025 – 01.04.2025

##### Munich

12.09.2024 – 13.09.2024  
03.03.2025 – 04.03.2025  
25.08.2025 – 26.08.2025

#### Fee

1.150,00 € (ex. VAT)



**MANAGEMENT-INSTITUT  
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1.368,50 € (inc. VAT)

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