

## Reading People: Using the Principles of Emotional Intelligence (EQ)

### Introduction

Emotional intelligence (EQ) is the secret to understanding others. Why? Individuals with high EQ are tuned into the feelings, experiences, and motivations of others. The first step in raising EQ is to consistently pay attention to your own motivations and emotions at work and at home – (1) how they fluctuate, and (2) how you manage them. The next step is to become increasingly aware and responsive to the intrinsic motives and behaviours of others. Self awareness combined with social awareness, results in a discerning ability to read people, anticipate their needs, and motivate them to do their very best!

In this interactive seminar, participants will work closely with Dr. Andrea Dinardo to better understand and apply the four principles of emotional intelligence (EQ) to reading and connecting with people in their everyday lives.

### Key Learning Outcomes

Attendees will be able to:

- Define emotional intelligence
- Identify four components of emotional intelligence in their own life
- Understand connection between self awareness and social awareness
- Apply components of emotional intelligence to reading people in everyday life

### Who Should Attend

This session will benefit finance and accounting professionals of all levels who are looking to increase their understanding and application of emotional intelligence and people reading skills.

### About the Speaker

**Dr. Andrea Dinardo** is a Registered Psychologist who applies the principles of positive psychology to facilitate personal growth and transformative change in individuals and groups. Her work as a psychologist complements her passion for teaching, speaking, and writing about psychology. As a Psychology Professor at St. Clair College and at the Faculty of Education at the University of Windsor, Dr. Dinardo encourages students with an optimistic, strength-based, enthusiastic approach to learning and self discovery (subject of her Ph.D. Dissertation). The Psychology Blog she writes for McGraw-Hill Ryerson connects people around the world in an upbeat, interactive discussion of psychology in everyday life. Her first book with McGraw-Hill Ryerson "*Essentials of Understanding Psychology*" published in February 2009.

Dr. Dinardo is passionate about what positive psychology can do for business. Her approach is empowering in nature and directed at enabling individuals and groups to tackle problems by harnessing their own inherent resources and social support systems. In contrast to traditional models of psychology, which focus on deficiencies, Dr. Dinardo applies the principles of positive psychology to identify and reinforce areas of strength. By first focusing on what is right, before examining what is wrong, employees are motivated to move beyond, and in some cases, be transformed by their current limitations, history, and circumstances. Empowering employees to become their own agent for change is critical during times of upheaval and organizational downsizing. When employees have no control over the change outside them, the only answer is to change from within.

For additional information, including interviews, webcasts, handouts, slides, link to blog etc. visit:  
[www.PositivePsychologyTalks.com](http://www.PositivePsychologyTalks.com)

### Date:

Wednesday, March 9<sup>th</sup>, 2011

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**Location:**

Tru's Grillhouse & Lounge  
220 Riverview Drive  
Chatham, ON N7M 5Z8  
519-436-0199

**Time:**

5:30 p.m. – Registration / Meet & Greet / Cash Bar  
6:00 p.m. – Dinner  
7:00 p.m. – Speaker  
8:30 p.m. – Adjournment

**Cost:**

\$45.00 plus HST – Members  
\$50.00 plus HST – Non-Members

**CPLD:** 3 credits

**REGISTRATION:**

To register online please visit the CMA Ontario Member Portal at <http://members.cma-ontario.org>.

To register by email or fax please complete the form below and send to Leena Rosenberg at 416-977-1365 (fax) or [rosenberg@cmaontario.org](mailto:rosenberg@cmaontario.org)

Guests (non-members) may register by email or fax by completing the form below and sending to Leena Rosenberg at 416-977-1365 (fax) or [rosenberg@cmaontario.org](mailto:rosenberg@cmaontario.org)

**REGISTRATION FORM**

Please fax or email your registration form to Leena Rosenberg, Tel :( 416) 204-3140 or (800) 387-2991 ext 140,  
Fax (416) 977-1365, [rosenberg@cmaontario.org](mailto:rosenberg@cmaontario.org)

**Reading People: Using the Principles of Emotional Intelligence (EQ) – Wednesday, March 9<sup>th</sup>, 2011**

Name: \_\_\_\_\_ I am a Member:  I am a guest (non-member):

Member #: \_\_\_\_\_ Tel: \_\_\_\_\_

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**No refunds for cancellations after March 1, 2011. Substitutions accepted at no charge.**

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