



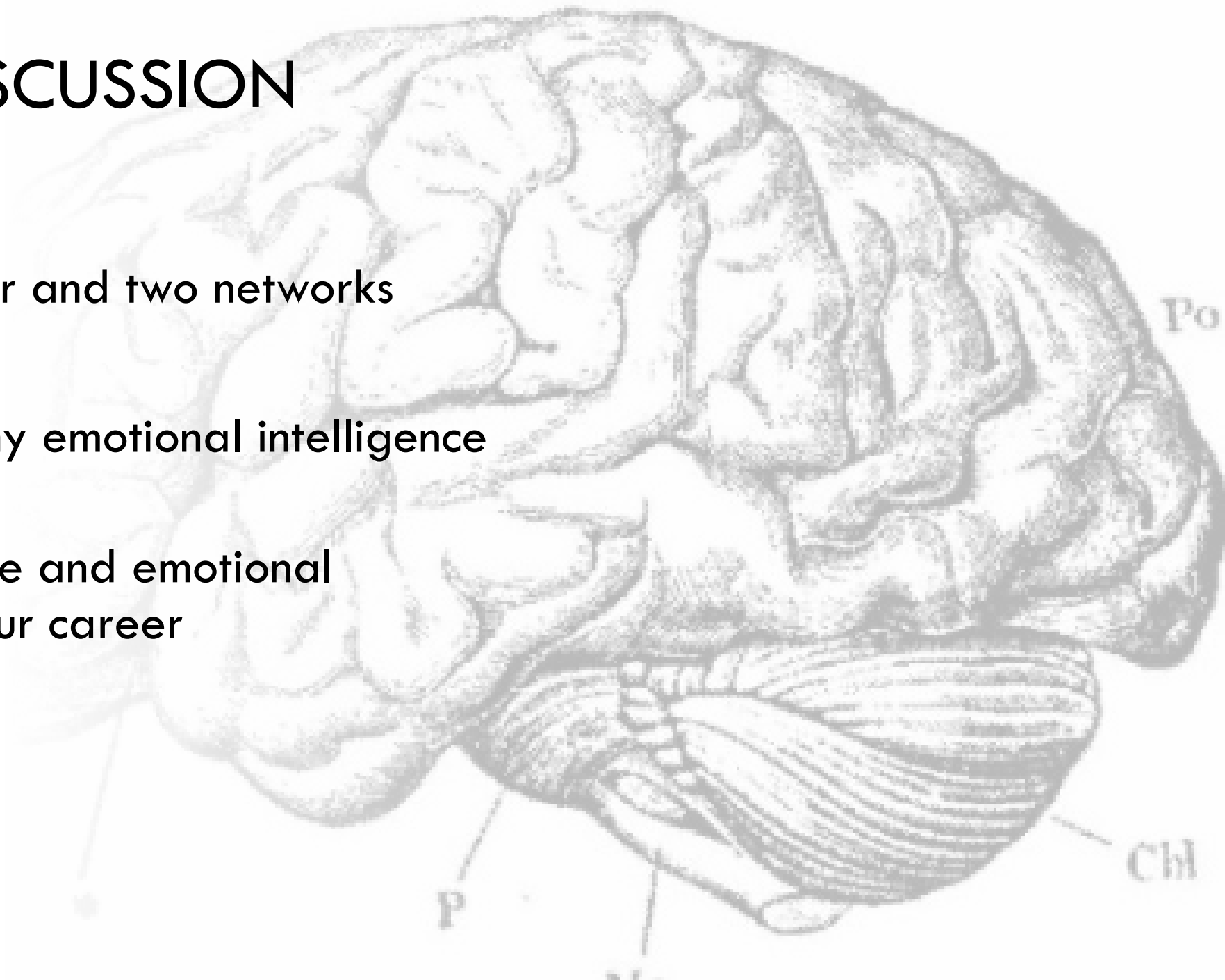
# ENGINEERING LEADERSHIP SUCCESS BY DESIGN

Emotional Intelligence and  
Neuroscience As Career  
Differentiators

CM

# TOPICS FOR DISCUSSION

- The brain's threat center and two networks
- Emotions and behavior
- The floor effect and why emotional intelligence matters to your career
- How to use brain science and emotional intelligence to boost your career

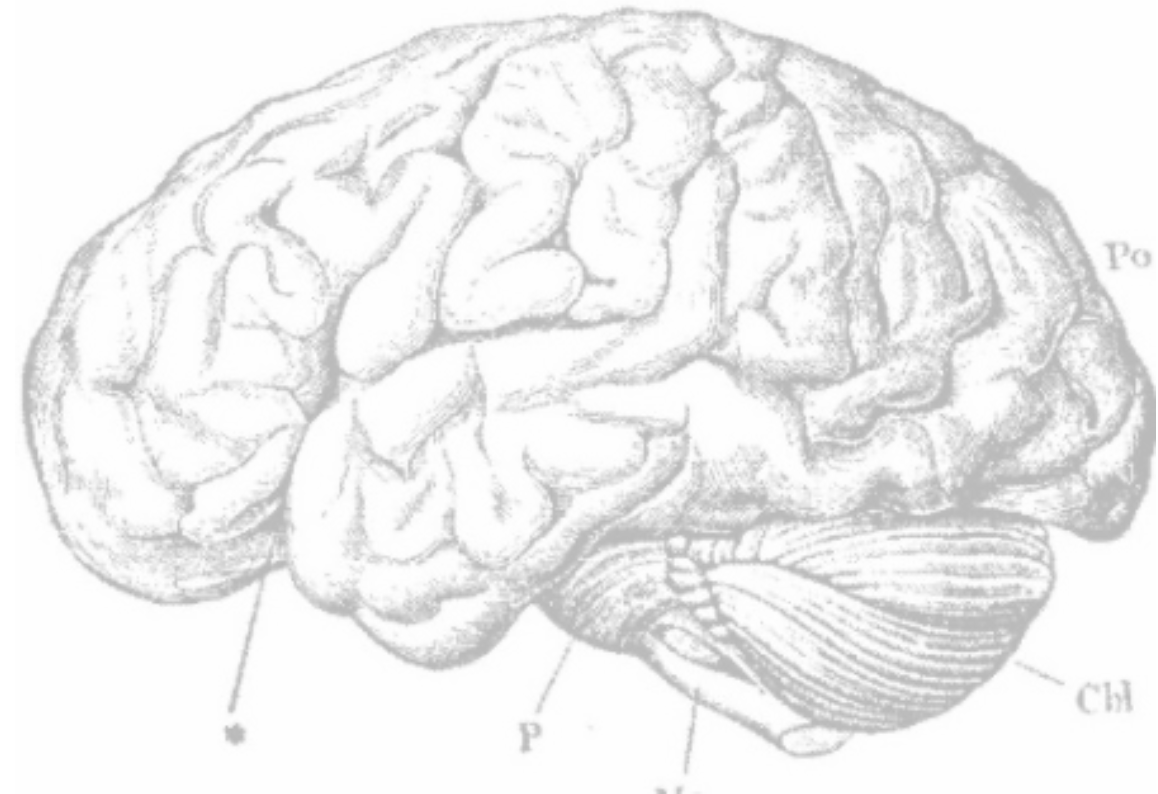


# POP QUIZ

Out of all your organs, what percentage of your body's energy does the brain consume every day?

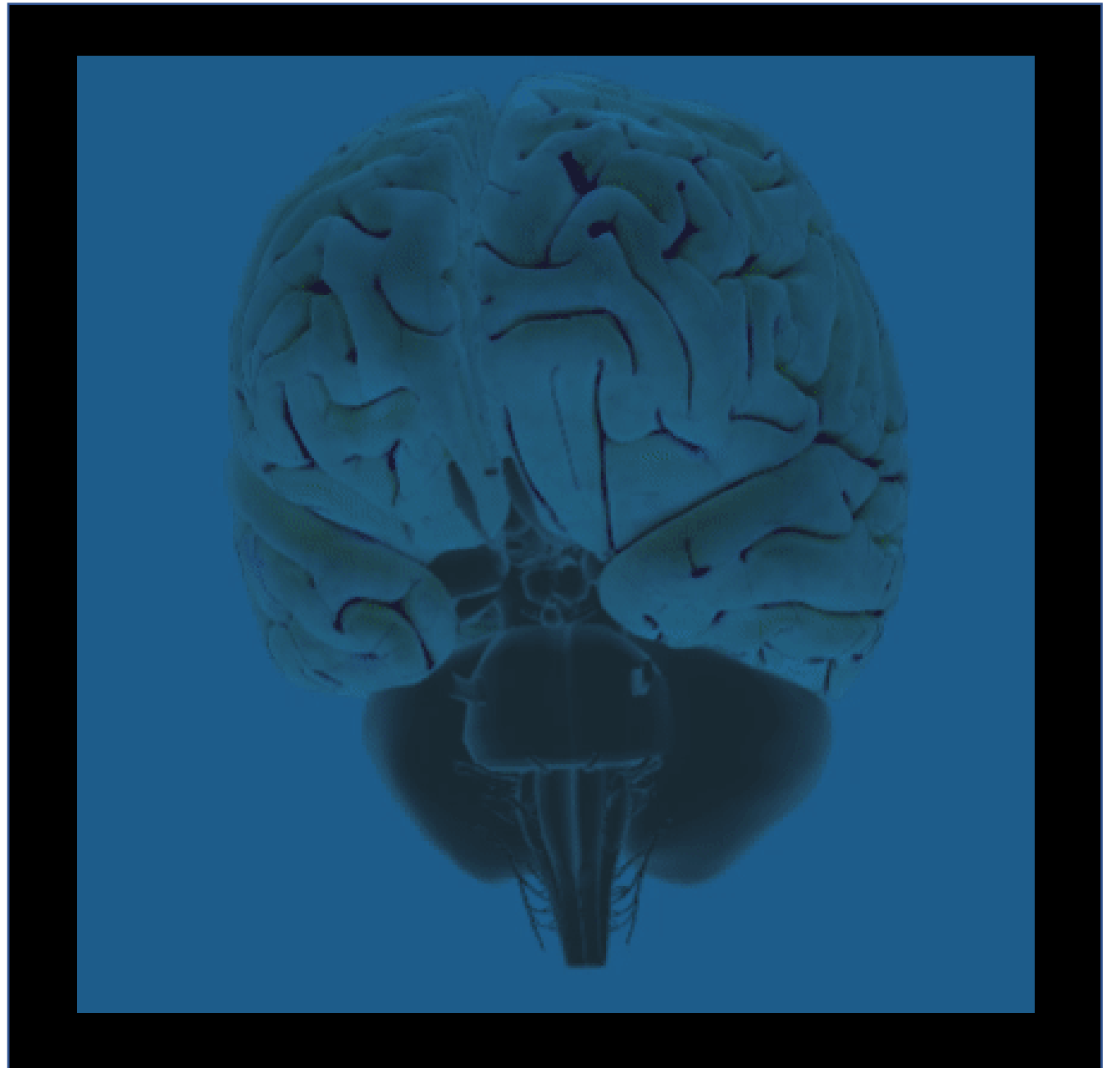
- a. 5%
- b. 10%
- c. 20%

Use the chat box to submit your answer

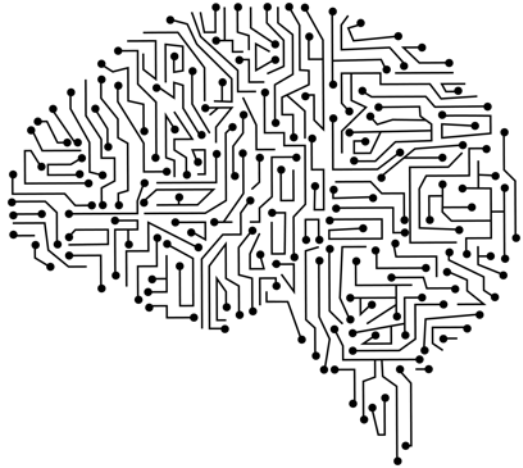


# THE AMYGDALA:

The brain's threat response center

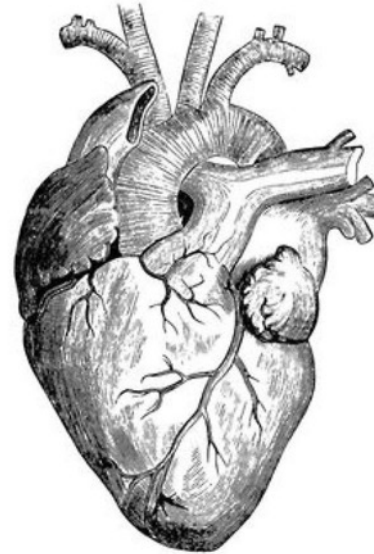


# THE TWO BRAIN NETWORKS



## ANALYTICAL

- Ideal for problem solving
- Critical for searching for errors, weak spots
- Essential for editing, accounting, and analysis



## EMPATHIC

- Ideal for brainstorming
- Critical for creative endeavors
- Essential for connecting on an emotional level and establishing trust

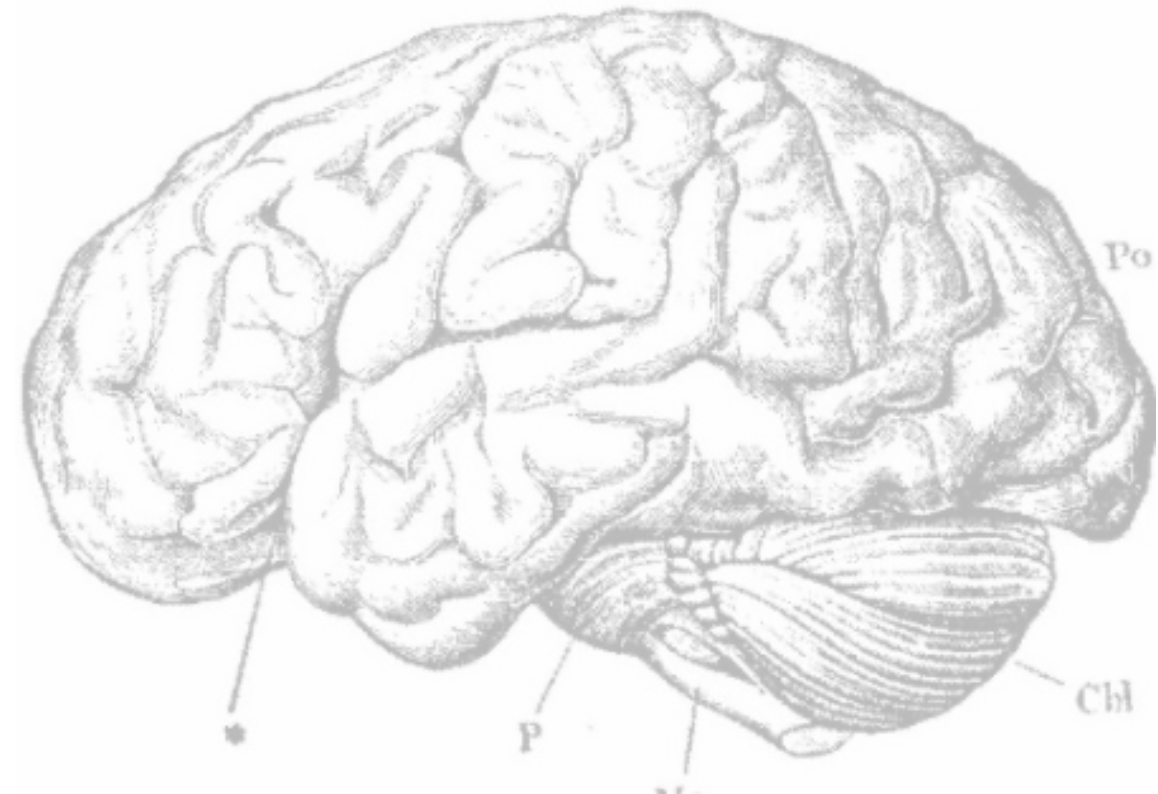
**WARNING:** You can't access both networks at the same time!

# POP QUIZ

What drives human behavior?

- a. Logic
- b. Emotions
- c. Neither

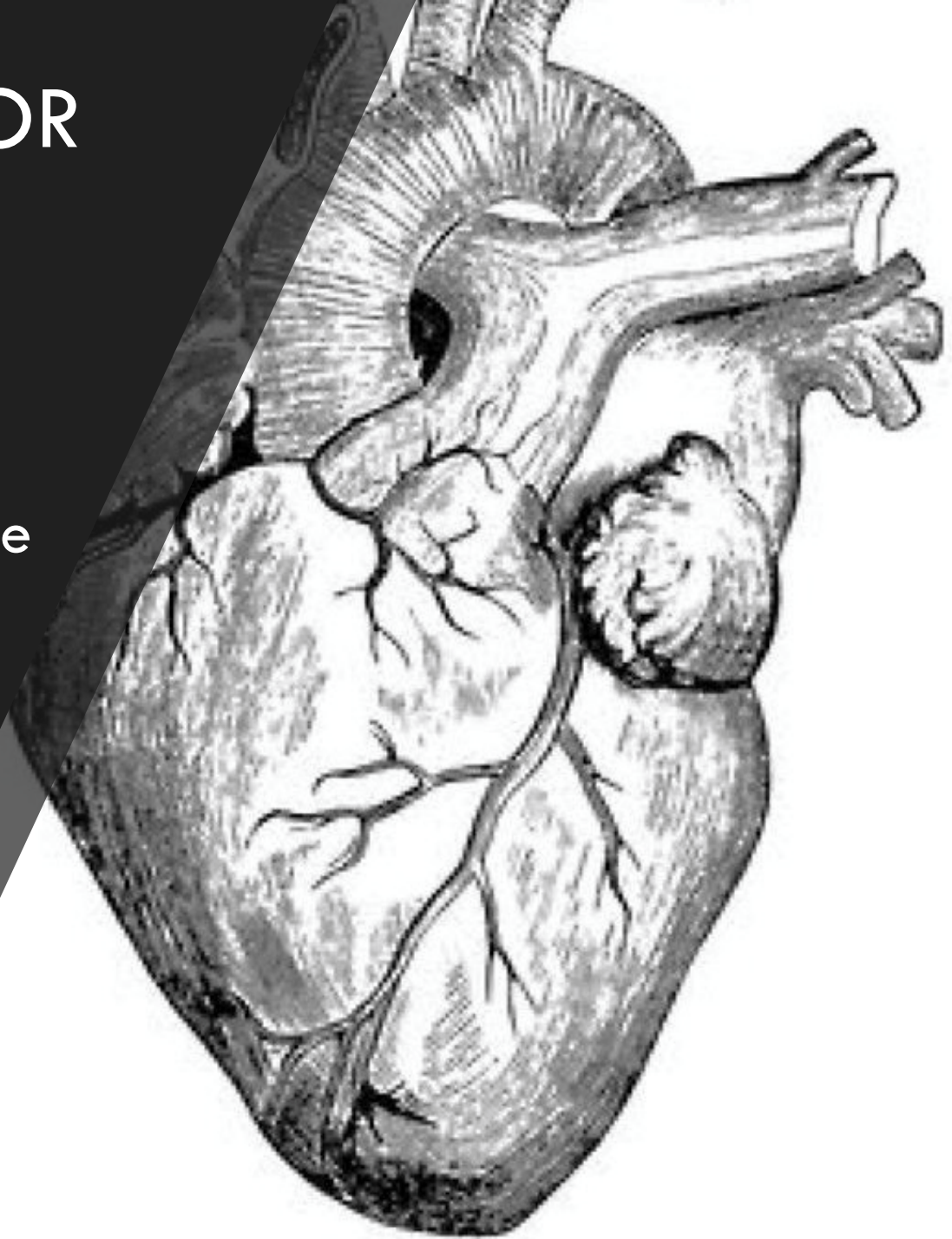
Use the chat box to submit your answer



# EMOTIONS AND BEHAVIOR

## Self Awareness:

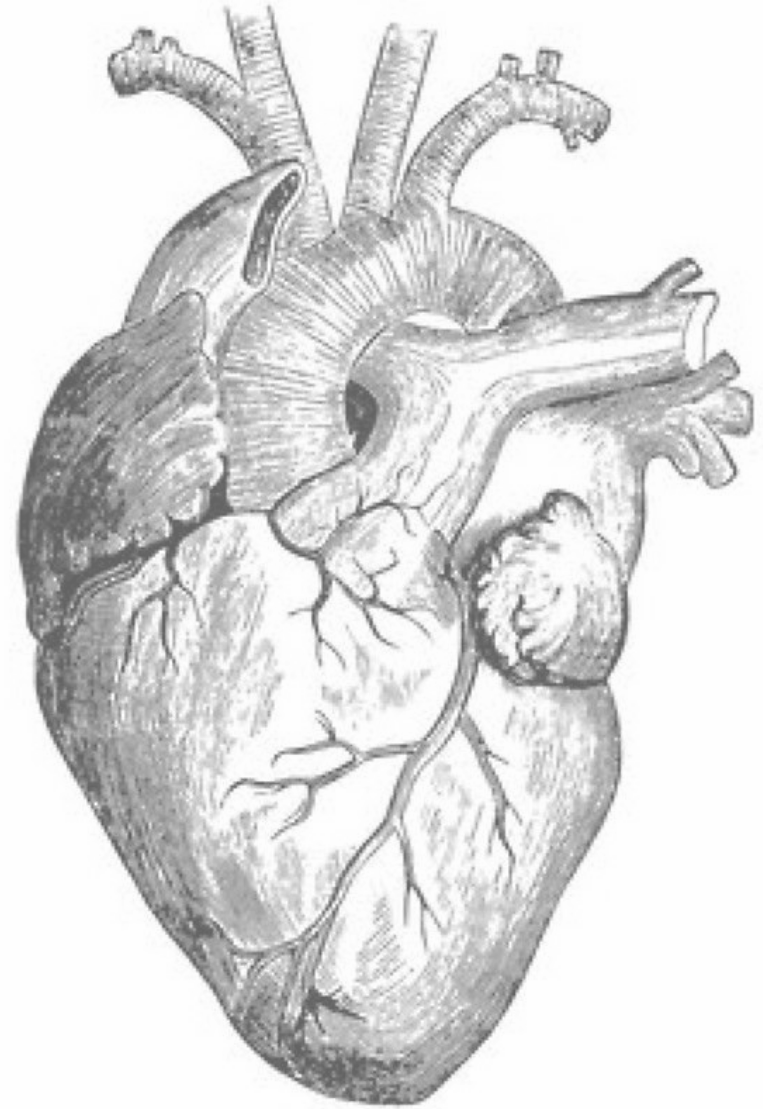
Understanding the what and why of your emotions and how you impact the feelings of others



# Pop Quiz

How self aware are you?

- a. Very self aware
- b. Somewhat self aware
- c. Not self aware



Use the chat box to submit your answer



# SERIOUSLY...HOW SELF AWARE ARE YOU?

95% 

of people think they are self aware

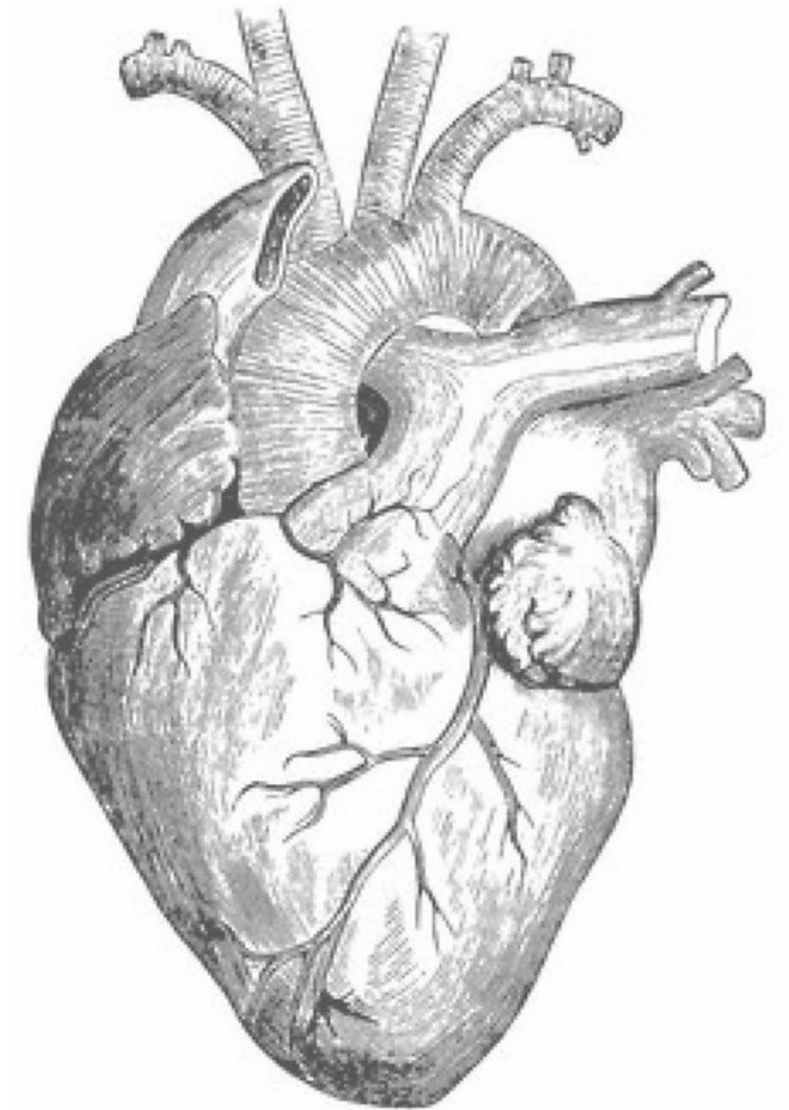
15% 

actually are

# POP QUIZ

How many basic emotions are there?

- a. 6
- b. 10
- c. 15



Use the chat box to submit your answer



THE FALLACY OF DECISIONS BASED ON  
FACTS NOT EMOTIONS

# THE FLOOR EFFECT & YOUR CAREER

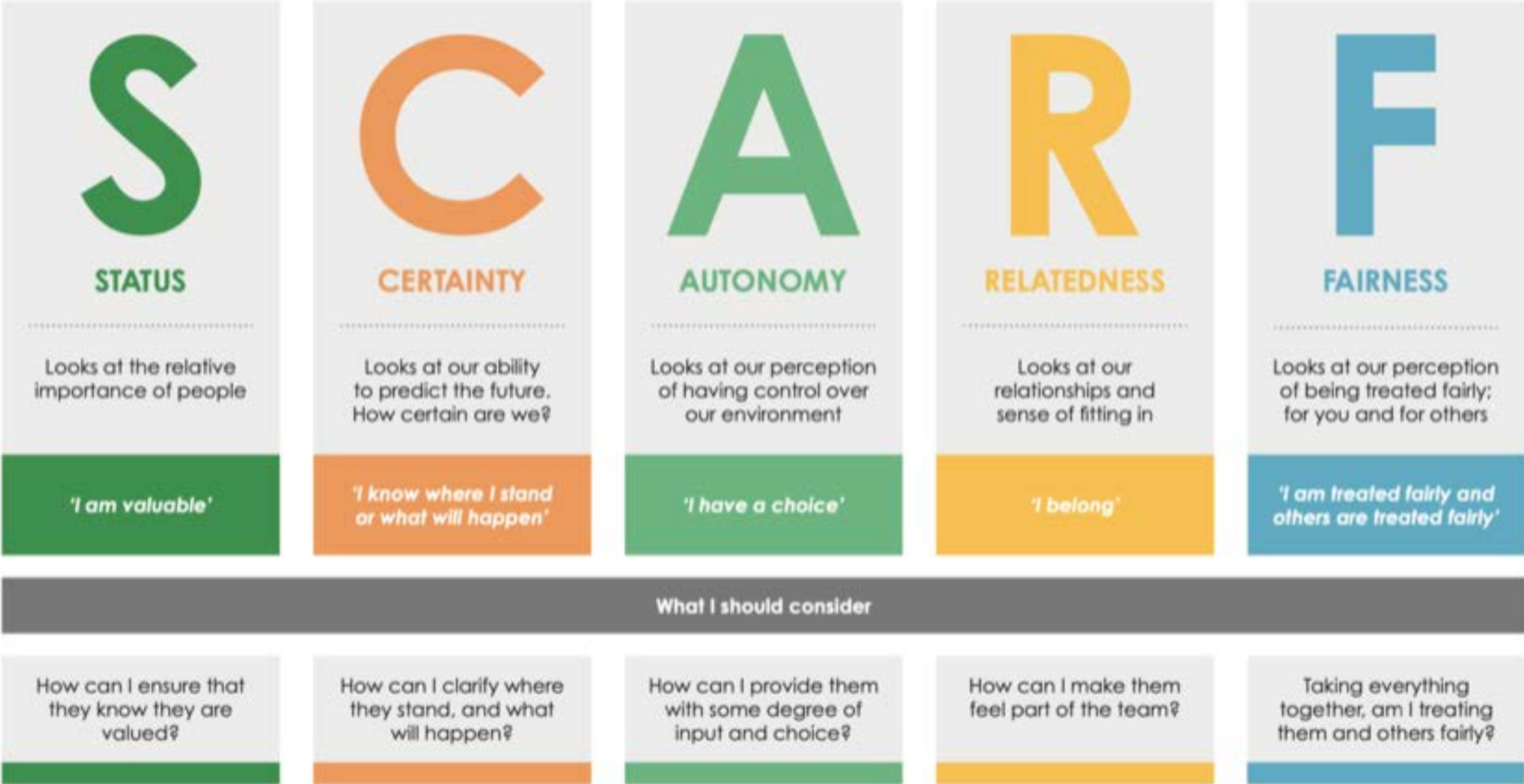
Competency research:

Emotional **intelligence** is twice as important as **technical** and cognitive ability in distinguishing top performers.

In senior leadership positions, it is four times as important.

[Forbes](#)

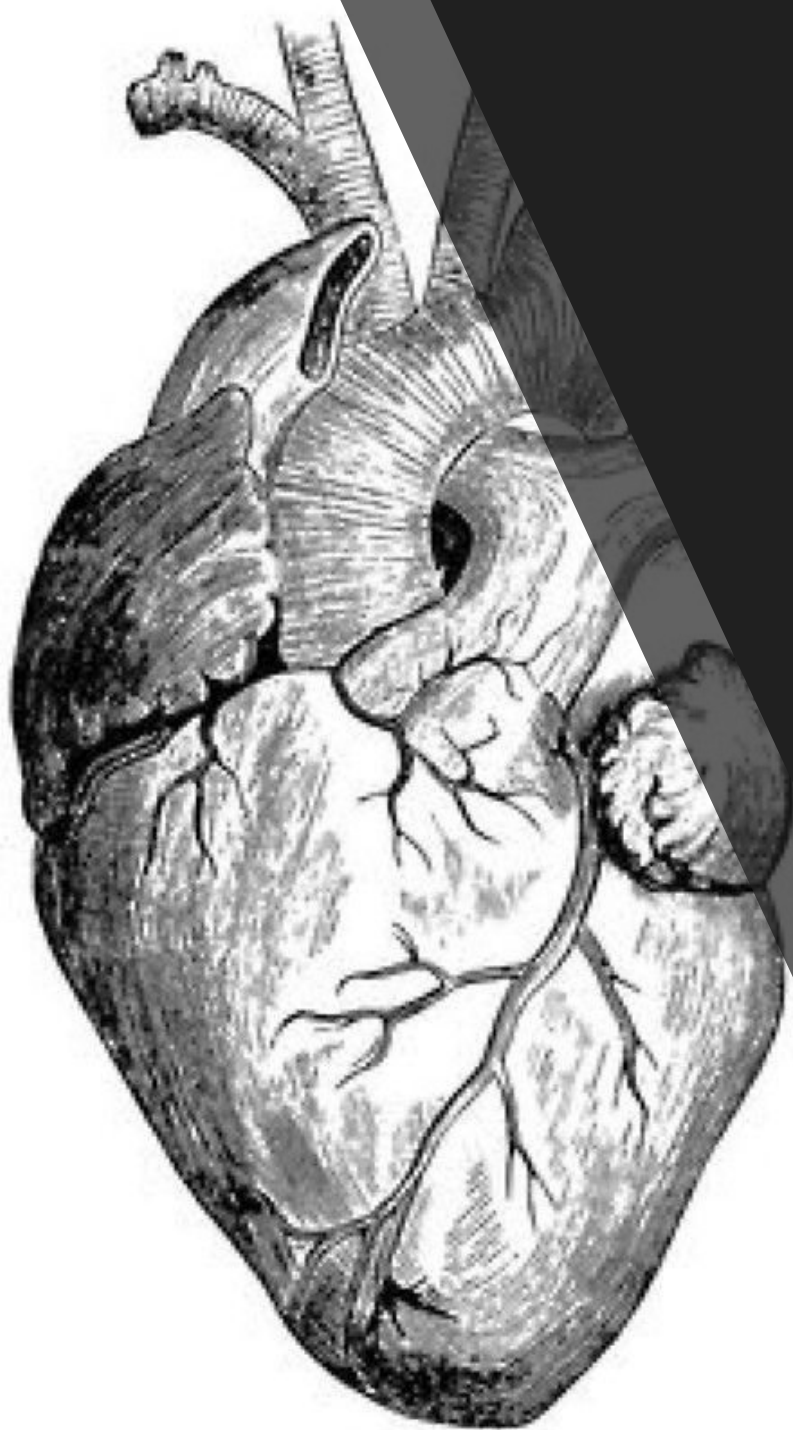
# BRAIN SCIENCE & EI CAREER BOOSTERS



# BRAIN SCIENCE & EI CAREER BOOSTERS







# BRAIN SCIENCE & EI CAREER BOOSTERS

Close the gap by pre-engineering hard conversations

Think through your:

Intentions (what you want to achieve)  
+ Impacts (how you want people to feel)

Trust and psychological safety

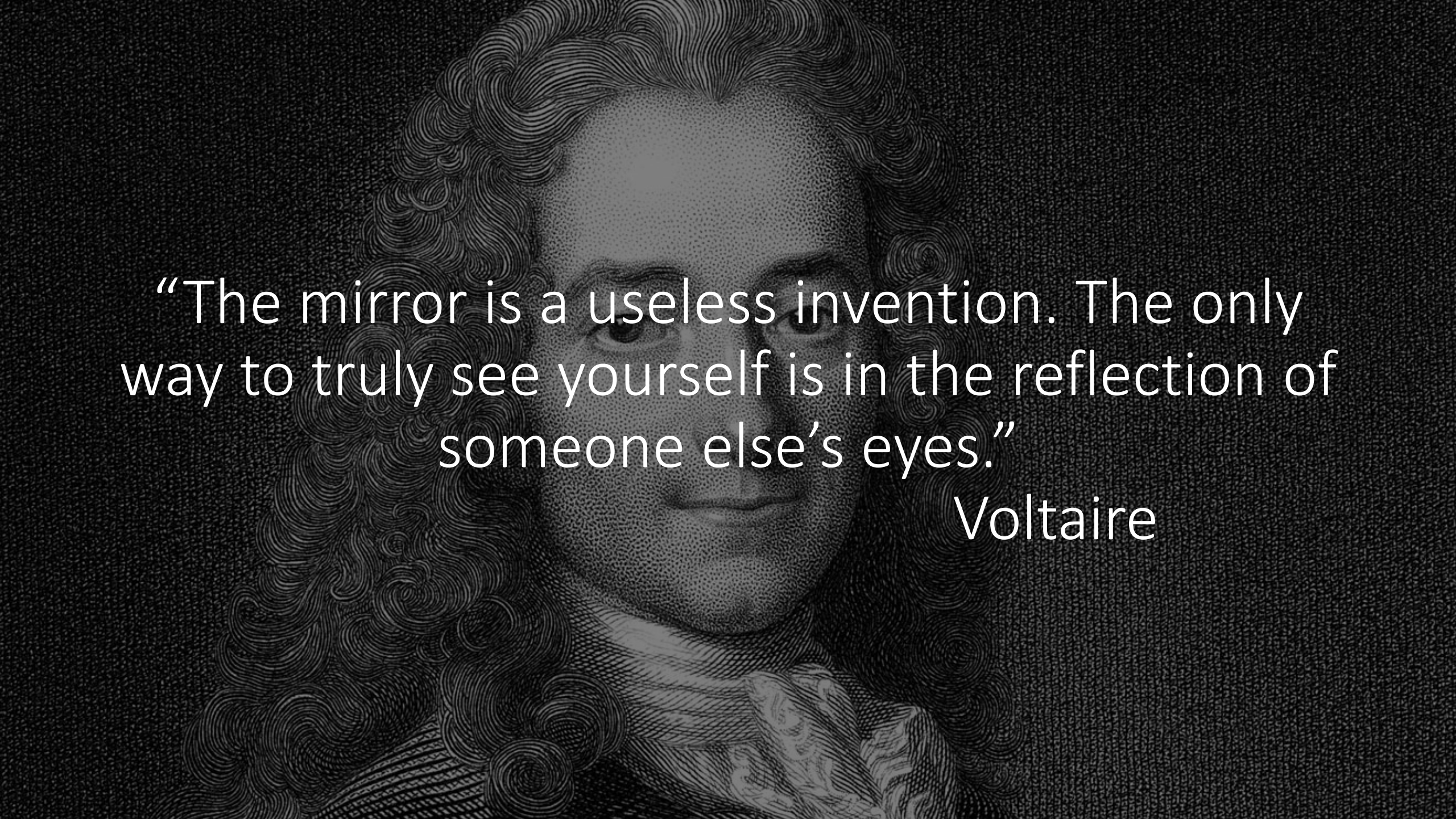


# **BRAIN SCIENCE & EI CAREER BOOSTERS**

If all else fails, ask yourself three questions:

- Does this need to be said?
- Does this need to be said now?
- Does this need to be said by me now?





“The mirror is a useless invention. The only way to truly see yourself is in the reflection of someone else’s eyes.”

Voltaire



# C + H PARTNERS

Helping clients artfully navigate change and crisis

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