

We can offer a **3-Step programme** on the topic of:

**"Emotional Intelligence (EQ) - A Leadership Imperative!" -10 Key Steps to Enhance Success in Your Business!"**

*Speakers: Daire Coffey and Deirdre Murray*

## **1. Keynote Address (1.5 hours)**

This inspiring and stimulating presentation can reinforce the theme of your conference or meeting and positively energise your audience.

Deirdre and Daire are able to capture the 'hearts and minds' of their audiences with their passion and ability to engage the audience by challenging them to think differently and create a powerful momentum for change.

With their extensive business experience in the area of Emotional Intelligence they can provide great insight in what is often seen as a "woolly " topic and make it highly practical and relevant to enhance success in our personal and professional lives.

## **2. Half-Day and Full-Day Workshops on**

**"Emotional Intelligence (EQ) – A Leadership Imperative! – 10 Key Steps to Enhance Success in Your Business!"**

In these highly enjoyable and interactive workshops you can begin to develop a greater understanding of the concept of emotional intelligence. They allow the audience to participate in thought-provoking activities that will encourage much greater self-awareness as well as providing practical tools and tips to enhance their success in both their personal and professional lives.

This seminar also includes a personalised EQ Assessment and full 18-page printed report for each individual on their EQ strengths and development needs

Emotional intelligence (EQ) is widely accepted today, as the pre-requisite of successful colleague or client relationships. During these turbulent times, the dynamic environment in which we operate has tested our ability to drive the business forward whilst sustaining key relationships with all stakeholders. While IQ, technical skills and knowledge are still important, they are no longer enough. Never before has EQ been such a key success factor for achieving success in our personal and professional lives.

Jean Greaves, Ph.D. and cofounder of TalentSmart® in the US, has tested more than 500,000 professionals to explore the role emotions play and discover strategies for increasing these skills in the workplace. Their research results showed that emotional intelligence explains 58% of job performance.

This seminar demystifies the concept of 'emotional intelligence' and explains how a deep understanding one's own and others emotions contributes to enhanced self-awareness and the ability to build and maintain strong interpersonal relationships with both colleagues and clients.

### **3. Follow up one-to-one Coaching feedback meetings**

for each individual to enable them to focus on **enhancing their key EQ strengths** and development needs from their individual EQ report.

#### **SPEAKER BIO'S:**

##### **Deirdre Murray**



As Managing Director of People Resources, Deirdre works both nationally and internationally to assist leaders and teams achieve their highest potential through tailored Executive Coaching and Leadership Development.

An experienced OD Consultant and Business Coach (AC Accred) with 27 years people management experience, Deirdre combines her academic background and extensive multinational experience to deliver highly practical, tailor-made leadership development programmes that maximise high performance and bottom-line results.

As an Adjunct Faculty member of the UCD Michael Smurfit School she lectures on leadership and cross-cultural management, strategic change and organisational behaviour.

Deirdre recently co-authored the book 'Emotional Intelligence (EQ) - A Leadership Imperative!' with Daire Coffey, which was published by Management Briefs in November 2010.

##### **Daire Coffey**



Daire is Managing Director at Perspectives which works with Irish and International clients to maximise business and personal performance.

Daire has over 25 years experience working across many business functions at senior management level at United Drug Plc and Enterprise Ireland, Dublin and Brussels. She is an Associate Faculty Member at the Irish Management Institute (IMI) where she lectures and coaches on various Leadership Development and Marketing Programmes. Daire is also a Business Mentor with the Dublin City Enterprise Board. Daire recently co-authored the book 'Emotional Intelligence (EQ) - A Leadership Imperative!' with Deirdre Murray, which was published in November 2010.

### **Sample Breakfast Session:**

## **“Emotional Intelligence (EQ) – A Leadership Imperative! 10 Key Steps to Enhance Success in Your Business!”**

### **By the end of this session, you will:**

- Have a better understanding about the concept of EQ
- Get an opportunity to self assess your own EQ levels
- Gain more clarity about your personal value system and sense of purpose
- Learn about the 10 practical steps for achieving personal and professional success in building excellent relationships with your clients

### **Speaking Testimonials for Deirdre and Daire’s Book and Seminar:**

*" Brilliant best event so far" " very well presented .. all useful.. great value "*  
*" very informative" "re-ignited my self-awareness"*  
*" great interactive session" " absolutely great to avail of this workshop "*  
*"excellent value and timing" "excellent .. informative and inspirational"*  
*"Fantastic introduction to EQ" "Should be a whole day"*  
*"EQ made very accessible... well done" "references to books and research great" "engaging speakers."*

### **Niamh Shiells Chair - Association for Coaching Ireland, on behalf of Seminar Delegates, Belfast Feb 2011**

*"Thank you so much for your time yesterday evening at ESB HQ. I really enjoyed the talk and found it very informative and was fully engaged throughout the session."*

### **Maria (Ria) Kennedy IPFMA Ireland General Services Manager Citi Shared Services**

*"I have been reading your book and I am very impressed. It is a very informative and yet concise guide to EQ. I will recommend that each participant receive a copy of your book. It is very competitively priced too!"*

*Well done to both you and Daire. Another benefit for me is the reference section at the back- some new resources that I haven't yet checked out, so I will be adding to my library!"*

### **Karen Wiseman Career & Executive Coach Goal Focused Solutions**

*"Thank you again for a very informative and enjoyable workshop last night and I am really looking forward to reading the book."*

### **Mari O’Leary Managing Director - O’Leary PR**

*"Daire and Deirdre's presentation was excellent! Thanks again for a really interesting and engaging seminar yesterday."*

**Angela Wilson CMD Consulting**

*"Thank you again for a wonderful seminar and your good wishes. It was very evident how passionate you both are about the area and its potential not only in the business area but in helping individuals develop themselves."*

**Marie Lord Director Lord Associates**

*"Hope your book is generating the interest it deserves.....really accessible, good tools, and great to read.....something to dip in and out of."*

**Grattan Donnelly Director at Develop Potential**

*"May I say how much I enjoyed your recent workshop in ESB on Emotional Intelligence. I found it was one of the most enlightening one hour sessions that I have encountered recently. I work mainly with Management in terms of their development and training and your book has already proved invaluable to me in terms of extra tips and techniques."*

**Catherine Tyrell Instructor LearningZone Accenture**

*"I certainly did enjoy your talk last night – and well done for being such an inspiration to all of us!"*

**Donla Twomey Executive Coach STEP Performance Group Ireland**

*"Congratulations on a great workshop this evening. I really enjoyed it. EQ is of huge interest to me. I am half way through the book already and am finding it a very practical guide to EQ. Well done and thank you!"*

**Eadine Hickey of Eadine Hickey Coaching** - Executive Coach to Executive and Full-time MBA's at Michael Smurfit Graduate School of Business UCD

*"Thank you for last night. It was inspiring and very motivating."*

**Bill Mullally Executive Coach**

*"I believe that Deirdre and Daire are a powerful combination as speakers and teachers!"*

**John Shields Executive Coach ABACO**

*"I really enjoyed your presentation and have finished the book – I found it very informative and enjoyable. Wishing you both every success in the future."*

**Wendy Mc Culla Owner at Aspire Learning & Development**

*"I really enjoyed the AC session on Emotional Intelligence this morning. Thank you for your input and enthusiasm- and for the book which I look forward to reading."*

**Paula Wilson Wilson Sloan Consulting**