

Why is using Emotional Intelligence important when developing leadership?

Some people have been conditioned to believe that emotions are not welcome in the workplace and that work decisions should be based upon cold, logical reason. Leadership research tells us that the lack of interpersonal skills and the inability to adapt are the two principal derailment factors in careers.

With leaders in organisations spending up to 80% of their time talking, understanding others, changing the nature of how people communicate and work with each other in an organisation can be the single most powerful way a leader can bring about performance breakthroughs.

Today there is a growing body of science in the emerging field of Emotional Intelligence at work, indicating that the proper understanding and use of emotions, is critical in helping leaders and teams become more effective and better communicators.

Now more than ever Business Emotional Intelligence is becoming the “new yardstick” by which leaders are being evaluated.

How does the EBW System develop leadership potential?

The EBW System assesses a leaders' Business Emotional Intelligence and provides insights into their leadership style. It enables forward-looking organisations to access the power of emotions to create better leaders, more productive teams and team members.

Using a range of EBW assessments and reports, leaders and teams can see instantly which emotions and behaviours are inhibitors and activators to effective leadership and team performance. Barriers to progress are easily identifiable.

With the EBW System leaders learn what leadership style suits different situations and when and how to use their Business EQ to inspire, motivate, delegate, support and drive their organisation to greater success.

The EBW System
Using Emotional Intelligence
Developing leadership potential &
organisational success!



Leaders don't listen, manage or have a clear vision

A study of more than 1,400 leaders and managers found 41 per cent felt inappropriate use of communication or listening was the biggest mistake leaders made when working with others.

Conversely, the most critical skill a leader could possess was communicating and listening (cited by 43 per cent), followed by effective management skills, emotional intelligence and empathy, values and integrity, vision and empowerment.

Of the top five things leaders and managers failed to do when working with others, the one that came up the most was not providing appropriate feedback (cited a whopping 82 per cent). Failing to listen or involve others in the process was nearly as big a failing, cited by 81 per cent.

More than three quarters raised failing to use a leadership style that was appropriate to that person, task or situation, and a similar percentage (76 per cent) felt leaders failed to set clear goals and objectives. Nearly six out of 10 complained that leaders failed to train and develop their people.