

EQ FOR TEAM MEMBERS

- Takes the guesswork out of your performance and the behaviors that get your best results.
- Shows you how to build on your strengths.
- Identifies and addresses your blind spots and helps correct behaviors.
- Improve your communication with your management and teammates.

“Each team player needs to be a leader. Effective day-to-day performance does not allow for members who wait for a task to be delegated to them. They need to know the playbook and consistently take action and responsibility in the right situation, on their own.”

EQ FOR LEADERS

- Provides feedback from others about how they perceive your behavior. (‘360 degree’ perspective)
- Builds self-awareness of your leadership style, preferences, strengths and blind spots
- Identifies the impact you have on your staff, peers and leadership
- Improves your communication and helps you adapt your behavior to encourage greater, more consistent results from each of your athletes and/or your team

“A leader who emphasizes team values such as emotional intelligence, feedback, and self-awareness can be sure that they will accelerate esprit de corps and learning for the team members and for the business goals and strategy. Introducing innovative team building approaches and tactics and teaching members which risks to take and which not – these are all relevant factors of success for every team.”



RITA M MURRAY, PhD

is an educational psychologist, private pilot, executive coach, author and certified speaking professional (CSP). Born to immigrant parents and raised in Boston, Massachusetts, Dr. Murray’s career has taken her coast-to-coast and includes 11 years as CEO of a national energy services company and technical leader at GE and Lockheed in Washington, DC, where she helped top-secret clearances. Dr. Rita brings passion, high-energy and uncommon commitment to support the objectives of all her clients.

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PERFORMING AS A LEADER

A PLAYBOOK FOR
★ LEADERSHIP & LIFE ★

Leaders, managers, and team members gain insights, strategies and action plans concerning their cognitive preferences, emotional intelligence (EQ), generational DNA and interpersonal needs and styles. Heightened self-awareness will help you flex your leadership strengths — demonstrating effective teamwork skills and identifying your own blind spots to enhance performance in leadership and in life.

YOUR COMPLETE SOLUTION FOR YOUR LEADERSHIP DEVELOPMENT PROGRAM

1 EMOTIONAL INTELLIGENCE (EQ)

- Topics
- Web based pre-assessment
 - Introduction to EQ-i
 - Relationship tools
 - Why should I care about EQ?
 - Leadership development and success
 - Experiential exercises
 - Q&A



2 MBTI® PERSONALITY TYPE

- Topics
- Web based pre-assessment
 - Flex concept
 - Experiential exercises for identifying best practices
 - Getting to know yourself, your team and staff
 - What is your team's type?
 - Q&A



3 CONFLICT & COLLABORATION MANAGEMENT

- Topics
- The five styles model
 - Conflict Management and sports teamwork
 - Collaboration costs
 - Voice of the client and voice of the sales person
 - EQ & Flex Type & conflict
 - Q&A



6 DIGITAL PLAYBOOK

Subscription access to relevant videos, scripts and other digital resources on your computer and mobile devices.



4 GENERATION TRANSLATION

- Topics
- Who are the generations?
 - Why should I care?
 - Recruiting, motivating, leading, & coaching each generation
 - Tying it all together
 - Q&A

5 EXPERIENTIAL EXERCISES

Participants engage in challenging activities to help them explore concepts and master skills.



A FEW OF OUR CLIENTS

- Accenture
- Chesapeake Energy
- Devon Energy
- Fidelity
- GameStop (SMU)
- GE
- Hilton Hotels & Resorts
- Palace Resorts ®
- Lockheed Martin
- MIT
- Northrop Grumman
- Pioneer Natural Resources
- Sam's Club (SMU)
- United States Air Force Academy (USFA)
- Vista Outdoor

PROGRAM FORMAT

- Frequency of educational events: customized by design
- **Participants receive:**
 - Customized course content
 - Personalized EQ-i and MBTI® reports
 - Practical and action-oriented next steps
- **Leadership receives:**
 - Thought partnership — Rita M. Murray, PhD, national speaker, author, MBTI® Master Practitioner & EQ-i Clinician
 - Audience response polling – monitored, tracked and reported