

# Behavioral EQ<sup>®</sup> Concepts

An introduction to emotional intelligence (EQ) and behavioral intelligence (BEQ) concepts.



## BENEFITS OF TRAINING VIRTUALLY

- It's a cost-effective way to train—no travel, no lunches brought in!
- You can schedule, customize and deliver the training from your own computer
- It expands your skillset and increases the value you bring to your company and clients
- TRACOM will train you to teach this curriculum virtually, or we can facilitate it for you

## PRODUCT DESCRIPTION

This course helps training participants understand the fundamentals of Emotional Intelligence.

Emotional intelligence (EQ) has become a popular and meaningful strategy for helping people improve their self-insight and understanding of others. TRACOM's Behavioral EQ Model™ is easy to understand and provides an effective framework and specific techniques for helping people improve their interpersonal skills.

Learners take an online self-perception survey to measure their own EQ abilities and learn how to improve them. They also begin to create an action plan focused on developing Behavioral EQ skills.



### Virtual Delivery Options

One two-hour session\*

*\*This program includes optional exercises which, if you choose to teach, will extend the session beyond two hours.*



### Audience

Executives  
Managers  
Individual Contributors



### Assessments

Online Self-Perception Behavioral EQ Profile



# Behavioral EQ<sup>®</sup> Concepts Training Agenda Options



## ONE 2-HOUR VIRTUAL TRAINING SESSION

Introduction  
What is Emotional Intelligence?  
The Behavioral EQ Model<sup>®</sup>  
    Emotional Intelligence – Self  
    Behavioral Intelligence – Self  
    Emotional Intelligence – Others  
    Behavioral Intelligence – Others  
Your Behavioral EQ Profile  
Improving Your Behavioral EQ  
Your Action Plan  
Summary and Q&A

## WHAT'S INCLUDED...

*Facilitators receive:*

- Facilitator Guide
- Participant Workbook
- Behavioral EQ Applications Guide
- Powerpoint Presentation
- Handouts for Exercises
- Session Evaluation Handout
- Participant Certificate of Completion

*Training participants receive:*

- Digital Participant Workbook
- Behavioral EQ Profile they can download from TRACOM's system

*If you'd like to deliver this course using the Behavioral EQ Multi-Rater Profile, please contact TRACOM for more information on becoming certified in BEQ.*

## PARTICIPANTS WILL...

- ✓ Learn the impact that emotional and behavioral intelligence have on others
- ✓ Self-assess and interpret their Behavioral EQ skills
- ✓ Learn the Behavioral EQ Model
- ✓ Begin completing an Action Planner to improve their Behavioral EQ skills

## THE CLASSROOM IS VIRTUAL. THE RESULTS ARE REAL.

Contact us for help in creating the best virtual training experience for you and your participants.

## ABOUT EMOTIONAL INTELLIGENCE

Emotional Intelligence is a concept focused on how effectively people work with others. These emotional intelligence skills are unique from a person's technical skills and cognitive abilities. Multiple studies have shown that emotional intelligence competencies account for the difference between star performers and average performers, particularly in positions of leadership.