

# LexisNexis In-house Advisory Board

Unlocking your emotional intelligence:

How working better with others helps to put you ahead



## What is emotional intelligence?

Lq swar ep m w p k i r g i 'L P d n w i ' e f p n z ' v s ' t n i r w j z ' e // i // ' e r h ' v i k x p e w ' w i ' i q s w a r / ' s j ' z s x v i p 3 s w i v ' e r h ' k v s x t / 5 J w m e p L P g s q t i w r g r i n ' m g p x h i ' / i p 4 e z e v i r i // 3 / i p 4 g s r w s p 3 q s w y e w a r 3 i q t e w z ' e r h / s g r e p o n p N s p q e r 3 9 7 7 7 0 5

## Why does emotional intelligence matter?

Zl i v i ' n t e k v s z m k ' f s h z ' s j ' i y t n i r g i ' w e w w s / i ' z m w ' l r k l i v p y i p ' s j ' L P e v i ' q s v i ' p a i p z ' v s / x g g i i h ' e / p e h i v 5 ] I n p ' u x e p m i n ' w e v e v i ' i e / r i n v s ' i y e p x e w ' // x g l ' e / P X O g e r ' h i w v q m i ' i e v z ' g e v i i v / x g g i // 3 z s x ' e v i ' z s x s p ' e / w h z ' s j ' e 8 g s q t i w r g z ' q s h i p ' m ' 8 e e ? 3 N s p q e r ' j s x r h ' e / ' q e r z ' e / ' D = > , ' t i v g i r v s j ' w i ' e f p n i n ' / h i i q i h ' i // i r w a j s v i j j i g w y i ' t i v j s v q e r g i ' j s v q e r e k i v ' z i v i ' i q s w a r e p / m w v t i v s r e p o b ' n i z r b ' n i t P ' w i m 9 7 7 ; ' e w m p 3 E Z I i ' = X / ' s j ' S i e h i v l m f 3 i / i e v g l i v ' L r g l m k i v e r h ' S s q f e v h s ' t n i r w d i h / r f i I n p b ' n i n r r z s n b s u b : :

**IQ – Intelligence Quotient**

Hn e p n z ' s x n ' p

**TQ – Technical/Operational Quotient**

Hn e x n ' p z n z z : q o n r

**MQ – Motivational Quotient**

Hn o p n r x n ' p

**XQ – eXperience Quotient**

Osz ' q e r z ' s j ' w i ' i u x r w i ' o m h ' s j ' i { t i w i n r g i / ' z s x ' l e y i ' l e h

**PQ – People Quotient**

Osz ' z s x ' l e r h p ' z s x v i p ' e r h ' z s w z m w ' s w i v ' / t i v s r e p m z ' e r h ' L P d

**LQ – Learning Quotient**

Hn o z x x n ' o n z r j n / e : u m ' p - p e n z

P ' w r ' z i e v ' s j ' v i / i e v g l 3 L r g l m k i v e r h ' S s q f e v h s ' j s x r h ' w e w w i i ' s j ' w i ' v s t ' U y i ' i e / s r / ' j s v z l r g l ' i { i g x w y i / O g e v i i v / w e p e v i ' L P g i r w g A

"M e p n k ' v s ' i p e w ' z i p p s ' s w i v

"I i m k / i p 4 g i r w i h

"U s w i n / t m n k ' s v f x r p m n k ' v e p r w

V w i v i / i e v g l / x k k i / w ' w e w w i v i ' n t e p n o f i v z i i r m g i e / i h ' t v s u e f p n z ' s j ' e g s q t e r z ' e r h ' m g i e / i h ' j s g x / ' s r ' h i y i p s t m n k ' w i ' L P s j ' m w ' p e h i v 5







<p>Clive Davies Senior Counsel, Fujitsu Services</p>	<p>Clive Davies is a Senior Counsel at Fujitsu Services, where he has worked for over 20 years. He is a member of the Chartered Institute of Arbitrators and has been a member of the Institute of Directors since 2010. He is also a member of the Institute of Management Development Studies (IMDS) and the Institute of Business Development (IBD). Clive has a BSc in Business Administration from the University of Warwick and a Postgraduate Certificate in Business Administration from the University of Warwick. He has also completed a number of executive education courses, including a course in Negotiation and Conflict Resolution from the University of Warwick and a course in Strategic Management from the University of Warwick. Clive is a frequent speaker at industry conferences and has written a number of articles on business development and negotiation. He is also a member of the Fujitsu Services Advisory Board.</p>

