

Level:	Intermediate	Fee : € 450
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e-Modules' titles	Objectives	Content
EMOTIONAL INTELLIGENCE: THE AUTHORITATIVE STYLE	This module aims at being able to use Emotional Intelligence when negotiating: - understanding & being able to adopt the authoritative style, based on Emotional Intelligence, when required by the leadership role.	1. The authoritative style 2. The emotional need it responds to
EMOTIONAL INTELLIGENCE: THE AFFILIATIVE STYLE	This module aims at being able to use Emotional Intelligence when negotiating: - understanding & being able to adopt the affiliative style, based on Emotional Intelligence, when required by the leadership role.	1. The affiliative style 2. The emotional need it responds to
EMOTIONAL INTELLIGENCE: THE DEMOCRATIC STYLE	This module aims at being able to use Emotional Intelligence when negotiating: - understanding & being able to adopt the democratic style, based on Emotional Intelligence, when required by the leadership role.	1. The democratic style 2. The emotional need it responds to
EMOTIONAL INTELLIGENCE: THE COACHING STYLE	This module aims at being able to use Emotional Intelligence when negotiating: - understanding & being able to adopt the coaching authoritative style, based on Emotional Intelligence, when required by the leadership role.	1. The coaching style 2. The emotional need it responds to
EMOTIONAL INTELLIGENCE: THE PACESETTING STYLE	This module aims at being able to use Emotional Intelligence when negotiating: - understanding & being able to adopt the pacesetting style, based on Emotional Intelligence, when required by the leadership role.	1. The pacesetting style 2. The emotional need it responds to
EMOTIONAL INTELLIGENCE: THE COERCIVE STYLE	This module aims at being able to use Emotional Intelligence when negotiating: - understanding & being able to adopt the coercive style, based on Emotional Intelligence, when required by the leadership role.	1. The coercive style 2. The emotional need it responds to