An illustration showing three stylized human figures in business attire. One figure is on the left, another is in the middle pushing up, and a third is on the right standing on a dark grey rectangular block. A large, faint blue ribbon is visible in the background. A semi-transparent orange rectangle is overlaid in the center, containing the title text.

Influence Change from the Bottom Up: A Toolkit

Breanne Crumpton
Winston-Salem State University

Michael Crumpton
University of North Carolina
at Greensboro

INTERNATIONAL BESTSELLER

10 Rules
to Fuel Your Life, Work, and Team
with Positive Energy

THE ENERGY BUS



JON GORDON

Foreword by Ken Blanchard
Coauthor of *The One-Minute Manager* and *Leading at a Higher Level*

"Succinctly explains how to deal with emotions
creatively and employ our intelligence in a beneficial way."

— THE DALAI LAMA

EMOTIONAL INTELLIGENCE 2.0



INCLUDES A NEW & ENHANCED ONLINE EDITION OF

THE WORLD'S MOST POPULAR EMOTIONAL INTELLIGENCE TEST

TRAVIS BRADBERRY & JEAN GREAVES

INTERNATIONAL BESTSELLING AUTHORS OF *THE EMOTIONAL INTELLIGENCE QUICK BOOK*

THE LEADER WHO HAD NO TITLE

A MODERN FABLE ON
REAL SUCCESS IN
BUSINESS AND IN LIFE



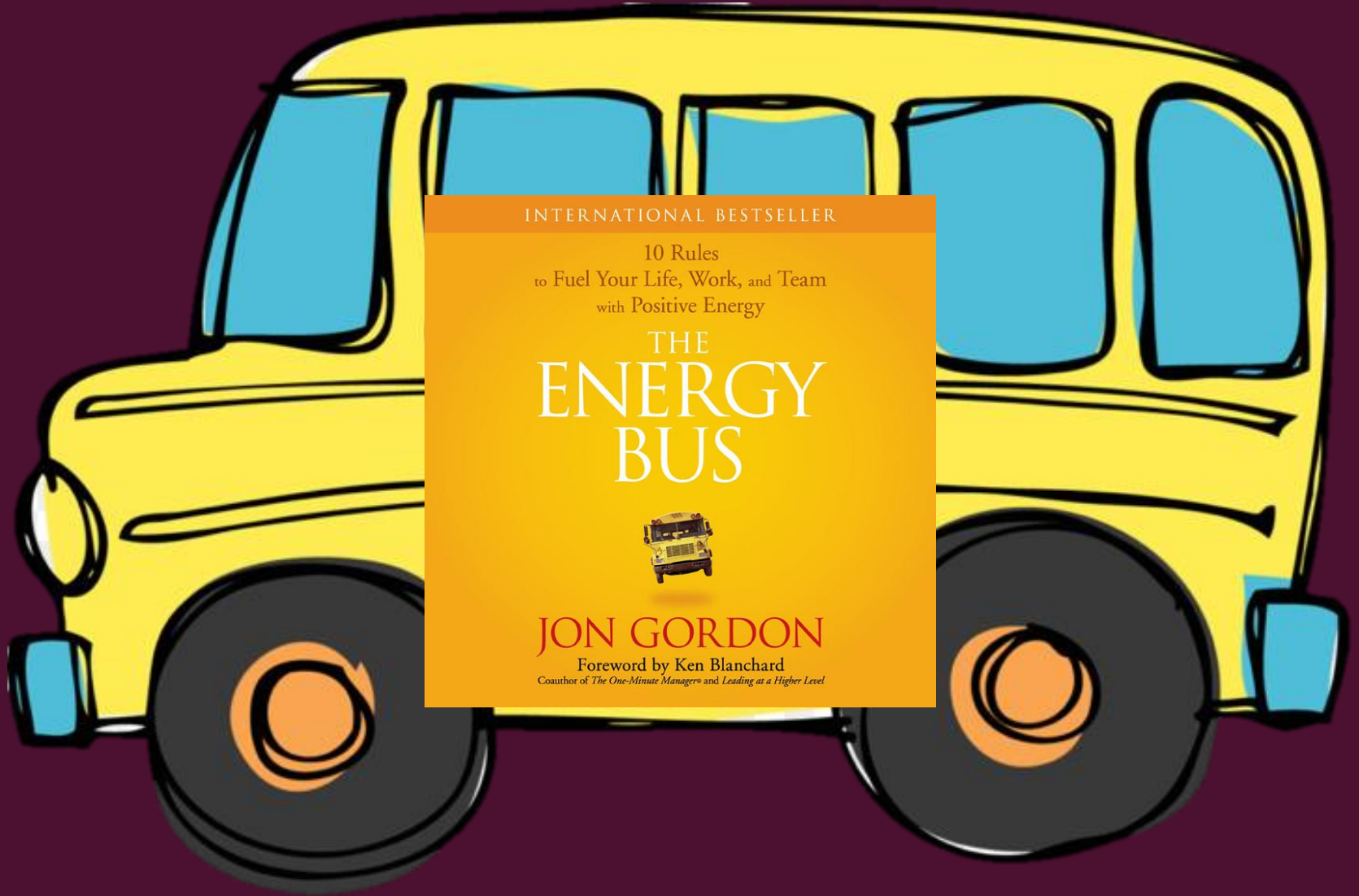
ROBIN SHARMA

#1 International bestselling author of
THE MONK WHO SOLD HIS FERRARI
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One Small Step Can Change Your Life

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THE KAIZEN WAY
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Robert Maurer, Ph.D.



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1. You're the Driver of Your Bus

**2. Desire, Vision,
and Focus Move
Your Bus in the
Right Direction**

3. Fuel Your Ride with Positive Energy



www.dilbert.com
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$$E + P = 0$$

Feed Your Positive Dog



**4. Invite People on
Your Bus and
Share Your Vision**

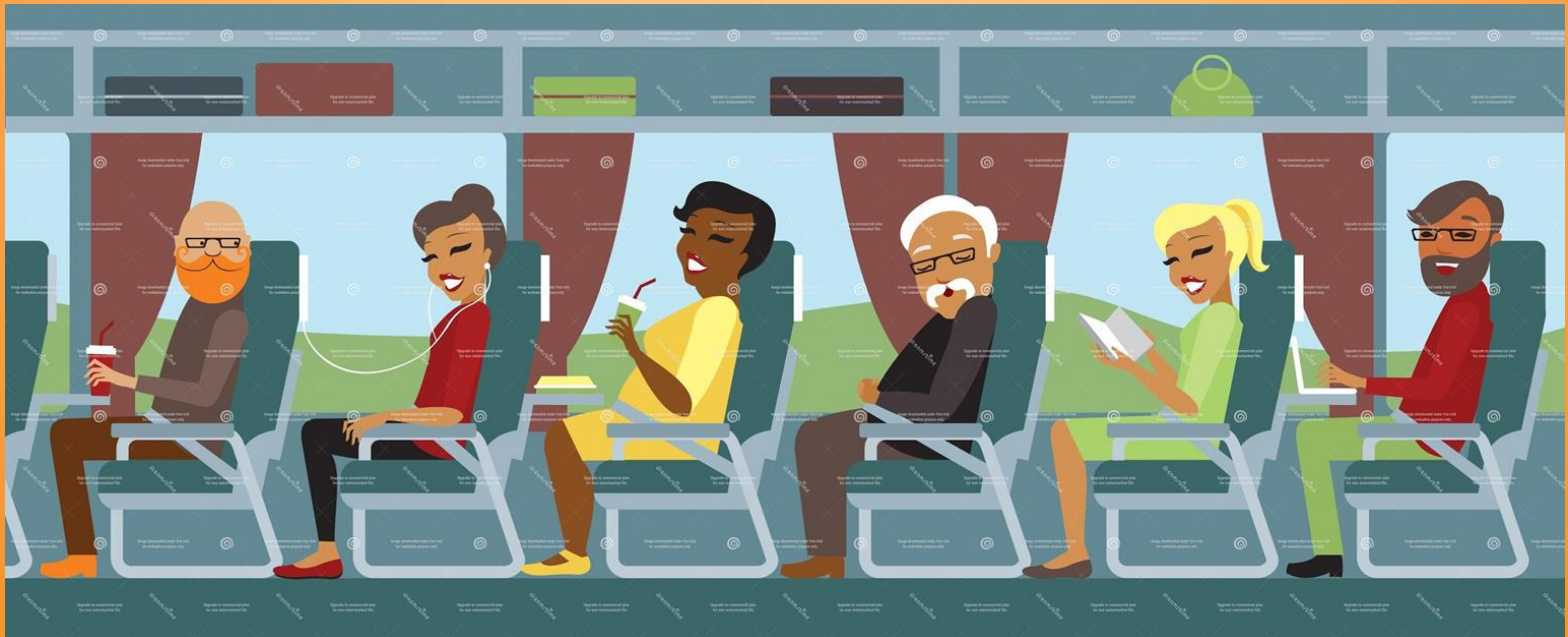
**5. Don't Waste
Your Energy on
Those Who Don't
Get on Your Bus**

**6. Post a Sign that
Says “NO ENERGY
VAMPIRES
ALLOWED” on
Your Bus**



**7. Enthusiasm
Attracts More
Passengers and
Energizes Them
During the Ride**

8. Love Your Passengers



9. Drive With Purpose

**10. Have Fun and
Enjoy the Ride**

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IMPROVING EMOTIONAL INTELLIGENCE



AWARENESS



MANAGEMENT



PERSONAL
COMPETENCE



Self Awareness

Ability to identify & understand
your feelings/tendencies



Self Management

Ability to adjust & direct
your thoughts and actions



SOCIAL
COMPETENCE



Social Awareness

Ability to accurately pick up
others' emotions & perspectives



Relationship Management

Ability to effectively manage
interactions & relations

Strategies for **Self-Awareness**

- Quit treating feelings as good or bad
- Observe the ripple effect from your emotions
- Lean into your discomfort
- Identify triggers for your emotions
- Know who or what pushes your buttons
- Watch yourself like a hawk
- Keep a journal of emotions
- Don't be fooled by moods

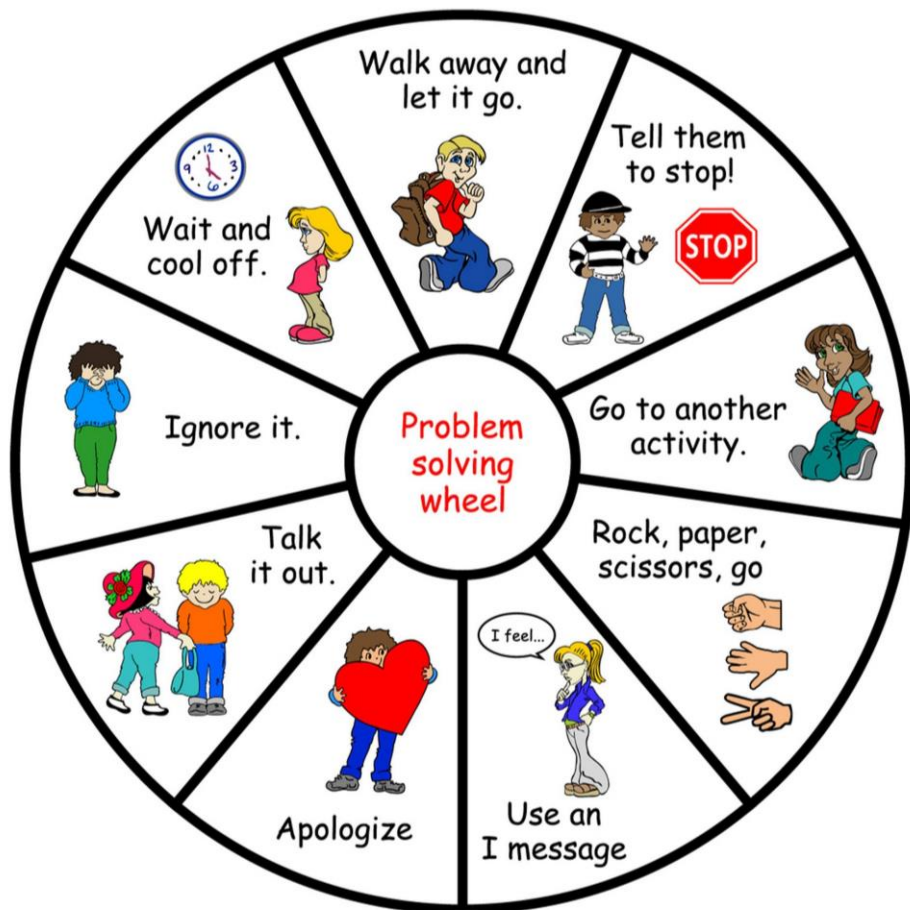


Strategies for **Self-Awareness**



- Stop and ask yourself why you do the things you do
- Visit your values
- Check yourself
- Spot your emotions in books, movies and music
- Seek Feedback from 'Sounding Boards'
- Observing the reactions of others to your emotions
- Get to know yourself under stress

What can I do?



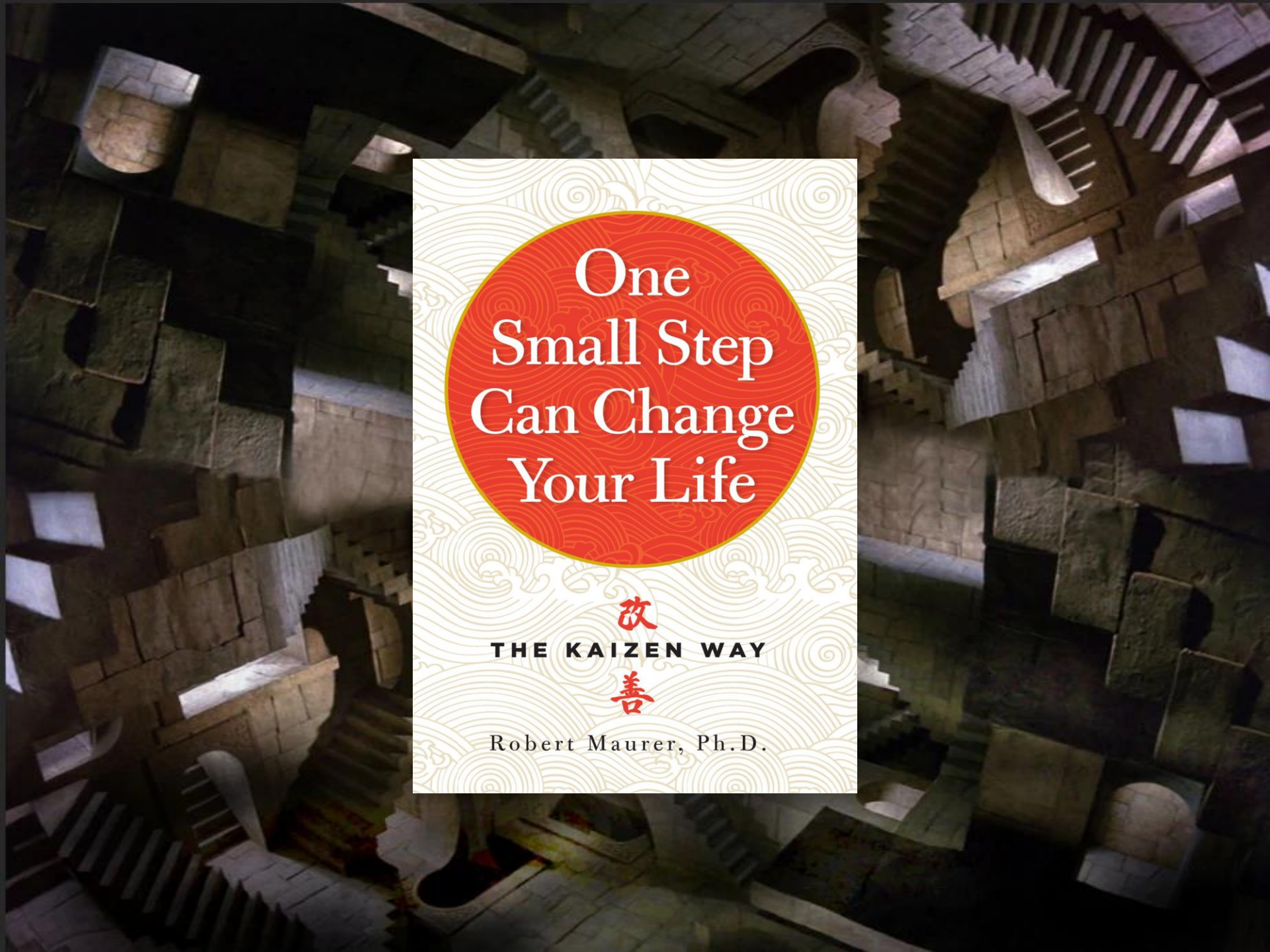
Strategies for Self-Management



Strategies for **Social Awareness**

Strategies for **Relationship Management**





One
Small Step
Can Change
Your Life

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THE KAIZEN WAY

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Robert Maurer, Ph.D.

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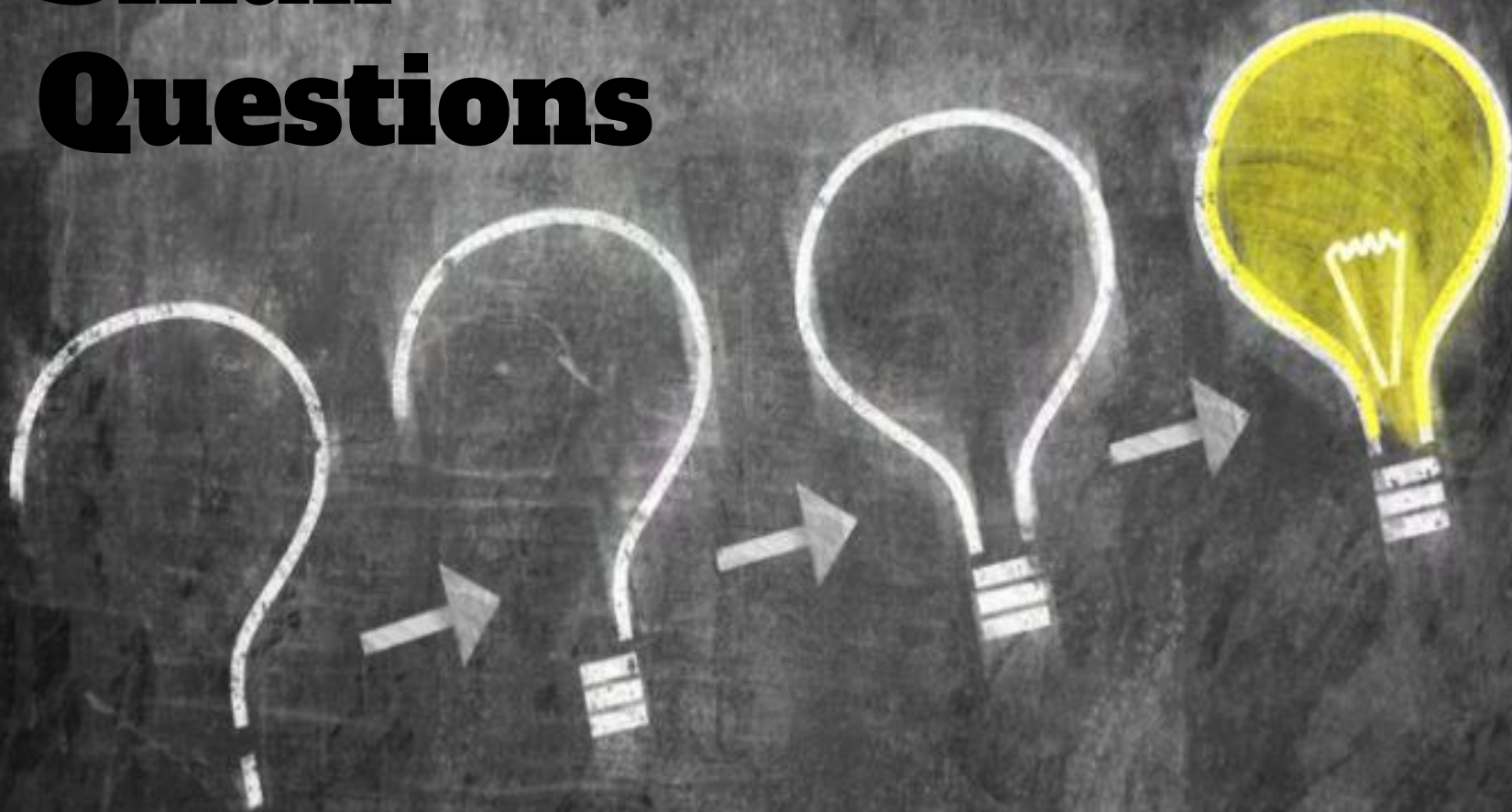
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Small Questions





Small Thoughts

Small Actions



Small Problems




Small Rewards

Good
Job!!!



Small Moments





THE
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Changing Times Can Build Great Leaders



**You Don't Need a
Title to be a
Leader**



The Deeper Your Relationships



The Stronger Your Leadership

**To be a
Great Leader,**

**First be a
Great Person**





Questions?