

EMOTIONAL INTELLIGENCE (EI)

Motivation



Empathy



Self Awareness



Self-Regulation



Social Skills



Step By Step Emotional Intelligence

Jeremy Bolton

Step By Step Emotional Intelligence:

Emotional Intelligence Ryan James,2018-04-18 Have you ever wondered why some people seem to get all the good things life offers while others stand on the sidelines and wonder why me Some people will tell you it s ambition IQ and position that determines life s outcomes What if I told you there was something within each of us that promises greater happiness and success It s called Emotional Intelligence and it is available to you by simply reading this book and following the six steps presented in these pages Feelings are what drives us in life We do what we do to change how we feel We buy a luxury car so that we can feel powerful and important We lose weight so that we can feel beautiful and admired Although you think you can do things to change or avoid feelings in truth you already possess those things for which you dream All you must do is gain awareness and change your perceptions and act on the feelings that will give you greater Emotional Intelligence It doesn t take wealth beauty or brains to increase your Emotional Intelligence It takes awareness knowledge and practice which won t cost you anything but a little time So journey with me through the pages of this book and together let s discover how you can have all the good things life has to offer

EMOTIONAL INTELLIGENCE MASTERY Dale Eckhart,2021-05-05 55% OFF for Bookstores NOW at 10 79 instead of 23 97 LAST DAYS Do you want to master and develop emotional intelligence The essence of emotional intelligence is building strong relationships with people you re employed with to drive desired results You ll only develop a secure connection once you understand yourself and your emotions However how does one know yourself You would like to gauge how you answer people you re employed with In this regard attempt to ask yourself whether you re judgmental You furthermore may get to assess whether or not you label people without concrete facts You also may get to remember whether you re the sort of one that makes decisions without enough information Another critical skill of emotionally intelligent people is their ability to be calm when faced with stressful situations It s a reality that some cases may occur at some point in life which will emotionally drain you However learning to accept these situations and being relaxed once they occur is crucial that you simply got to internalize as an emotional intelligence person Emotionally intelligent people don t shout at others even once they are annoyed Finally you develop emotional intelligence skills once you learned to understand yourself after attaining certain milestones in your learning journey It s essential to possess time to gauge what you ve got achieved and congratulate yourself This book covers Understanding the Importance of Emotional Intelligence Tips To Increase Your Emotional Intelligence Emotional Intelligence Eliminates Organizational Tension with Helpful Tips Signs you re An Emotionally Intelligent Individual Emotional Intelligence a Conscious Approach Emotional Intelligence Assessments Make You Better and More Productive Individuals Intelligence Emotional As A Quality That Makes You Stand Out The Truth That Lies Behind the Subconscious and the Emotions And much more 55% OFF for Bookstores NOW at 10 79 instead of 23 97 LAST DAYS You will Never Stop Using this Awesome Book Buy it NOW and let your customers get addicted to this amazing book

How To Develop - Emotional Intelligence Alan

Revolti,2019-09-03 Over the last decade the idea of emotional intelligence or EQ has become more popular throughout the world Unfortunately not many people understand what EQ the term is really about or why it has become so popular over the last several years Many scientific studies have been conducted over the years and have discovered that emotional intelligence is more important in life than the average intelligence that is measured by the IQ scale These studies which have been conducted by both American and European universities have proven that the common intelligence responses account for less than 20 percent of our achievements and successes in life while the other 80 percent depends solely on our emotional intelligence Everyone from students to CEOs is confronted by not only their own emotions but the emotions of everyone around them How you manage these emotions has a significant impact on how other people perceive us as well as our effectiveness to get things done When you can increase your emotional intelligence you can become better equipped to respond to stressful situations around you with a high degree of maturity John Mayer Peter Salovey and Konstantin Vasily Peterides are renowned researchers that discovered people who have high emotional intelligence tend to become better leaders and are excellent in everything they set out to accomplish The first person to use the term emotional intelligence was Wayne Payne in his doctoral thesis A Study of Emotion Developing Emotional Intelligence In his thesis he compared the IQ and emotional intelligence and determined that EQ was superior because it covers a wide range of faculties and aspects of a person s behavior Studying your emotional intelligence will help you to understand the source and impact of your emotions better This is important because it helps to enhance one s self awareness Studying your EQ will also provide you with the opportunity to understand better the behavior of others and the underlying reasons why they act the way they do Emotionally intelligent people can harmoniously reconcile what their mind and reason tell them with the voice of their feelings and emotions Thanks to this skill emotionally smart people are self confident self aware creative and energetic They are also much more capable of handling stress and knowing how to get along with others They are more optimistically approaching their life and don t fear change They are the people of success

Teaching with Emotional Intelligence Alan Mortiboys,2005-11-21 The way emotions are handled by the individual and by others is central to the success of learning Teaching with Emotional Intelligence shows how to manage this influential but neglected area of learning Taking the reader step by step through the learning process and looking at the relationship from the perspectives of both the teacher and the learner this book will help the reader to plan the emotional environment learn how to relate to learners listen to learners effectively read and respond to the feelings of individuals and groups develop self awareness as a teacher recognize prejudices and preferences in oneself improve non verbal communication Featuring lots of activities checklists and points for deeper reflection the guidance in this book will help teachers encourage their learners to become more engaged creative and motivated

Emotional Intelligence Jessica Greiner,2018-06-30 Would you be interested in a skill that helps you know what other people are thinking and feeling even if they aren t really sure of it themselves The fact is that the people who tend to be

the most successful in life aren't those who are the strongest or the smartest. But they are the ones who can use their natural charisma to manipulate interpersonal relationships while at the same time reliably keeping their emotions in check so they are free to make the most profitable choices in any given situation. The secret to these people's success is what is known as emotional intelligence and if you haven't heard of it yet rest assured that is going to change sooner than later as it is one of the most prized traits that many employers are looking for in their employees these days. If you are looking for ways to ensure you keep up with the modern job market then Emotional Intelligence A Step by Step Guide to Improving Your EQ Controlling Your Emotions and Understanding Your Relationships is the book you have been waiting for. Grab your copy today and learn What are the key elements of emotional intelligence How emotional intelligence allows you to make better decisions in your daily life How to achieve greater success in your personal and professional life The secrets of building more rewarding and fulfilling social relationships Proven strategies for developing greater self awareness The eight EQ mistakes you must know to get your EQ to the place where you would like it to be LOTS of practical exercises to regulate your own emotions And much more. While traditionally not as publicized as intellectual intelligence emotional intelligence is what makes it possible for those who have it to successfully connect with others productively make the correct life decision in a pinch and generally create positive action out of simple intentions. The level of emotional intelligence that you have also made it easier to understand what others are thinking and feeling more easily. So what are you waiting for Maximize your full potential by unlocking the power of your emotional intelligence and scroll up to click the buy now button **Emotional Intelligence** Darwin B. Nelson, Gary R. Low, 2003 Emphasizing that success factors are intentional habits developed through learning emotional skills and behaviors this innovative volume invites readers to work their way step by step through 13 specific emotional intelligence skill lessons using their own frames of reference to personalize and prioritize skill development. Using an engaging style interwoven with numerous visuals it presents a research education based practical approach to learning and using emotionally intelligent behavior to improve academic and career success. The Emotionally Intelligent Student Understanding Your Emotional Mind Building Quality from Within Exploring and Developing Emotional Intelligence Achieving Academic and Career Excellence Communication and Relationship Skills Managing Strong Negative Emotions Understanding and Appreciating Differences in Others Personal Leadership Motivating Yourself for Goal Achievement Managing Time and Personal Change Building Self Esteem Positive Stress Management Personal Excellence and Self Renewal. For anyone interested in personal development **Emotional Intelligence** Jeremy Bolton, 2017-07-05 Do you want to be able to control your emotions Are you someone who isn't as self aware as you should be Your emotional intelligence is a vital component in who you are and what you do With this helpful guide Emotional Intelligence A Step by Step Guide on How to Master Your Emotions Raise Your Self Awareness and Improve Your EQ you can learn the basic steps you need to take to ensure that your emotional intelligence is functioning at its peak Inside you will find 9 in depth chapters which go a long way

to helping you achieve your goal and include An understanding of what emotional intelligence is The mixed model and why it is important Developing emotional intelligence How to improve your EQ How to develop emotionally intelligent habits And much more There is much to learn before we can consider ourselves to be an emotionally intelligent person This book takes you on those first steps and builds on them to provide you with a comprehensive narrative on the matter Great for beginners to the idea Emotional Intelligence is a book that everyone who wants to be more in control should be reading Get your copy now **Emotional Intelligence: The Complete Psychologist's Guide to Mastering Social Skills (A Step-by-step Guide for Beginners to Increase Eq Skills)** Daniel Templeton, 2021-11-03

You might picture someone who never lets his temper get out of control no matter what problems he's facing Or you might think of someone who has the complete trust of her staff listens to her team is easy to talk to and always makes careful informed decisions These are qualities of someone with a high degree of emotional intelligence You discover the happiness you seek with chapters covering How to start thinking positively Managing emotions and anxiety Improving confidence to help you deal with everyday challenges Developing positive relationships How to influence people around you Verbal and non verbal ways of communicating Being kind to yourself first Celebrating small victories in life The modern world is becoming more and more fast paced thereby sapping and draining And the resultant demand to keep up makes it difficult to avoid automatic body and brain responses like overthinking and stress It's also more difficult to keep our brains on top gear to handle problems efficiently and as a result we often find ourselves performing less and less than our ability and have a hard time maintaining healthy relationships

Emotional Intelligence Ryan James, 2021-02-05 Emotional Intelligence 3 Book Compilation This Compilation book includes Emotional Intelligence The Definitive Guide to Understanding Your Emotions How to Improve Your EQ and Your Relationships Emotional Intelligence Mastery How to Master Your Emotions Improve Your EQ and Massively Improve Your Relationships Emotional Intelligence 21 Most Effective Tips and Tricks on Self Awareness Controlling Your Emotions and Improving Your EQ Do you find that your emotions overwhelm you Do you struggle with communication with others Are you ready to improve your interpersonal relationships This book contains all of the knowledge you need to master your Emotional Intelligence Emotional Intelligence is the power we all hold that allows us to control our emotions build solid interpersonal relationships and take control of our lives Emotional Intelligence is the overlooked key ingredient to a satisfying successful life in modern society Emotional Intelligence is separate from general Intelligence IQ It's the intelligence that nobody learns in school but that has a huge impact on your life This book lets you delve deeper into the essential building blocks of Emotional Intelligence This comprehensive chronological book empowers you to overhaul your Emotional Intelligence by beginning with a strong foundation and ultimately becoming a master of emotional intelligence In this book you will discover What emotional intelligence is Traits of people with high emotional intelligence Traits of people with low emotional intelligence What drives your emotions and how they affect your body How to

increase your self awareness How to manage stress How to bounce back from adversity How to build stronger interpersonal relationships How to manage intimacy How to take control of your life 21 practical tips that will help you increase your emotional intelligence How to set personal boundaries How to get to know yourself deeply How to increase your optimism and resilience Real stories of people with low and high emotional intelligence 30 empathy statements 100 techniques to help you beat stress And much much more The tried and tested advice offered by this book will give you a lifetime of skills You will no longer be overwhelmed by emotions stress or have any difficulty maintaining strong relationships You will become a true master of Emotional Intelligence Grab this book and start increasing your emotional intelligence today

Emotional Intelligence

Jeremy Bolton,2017-12-21 Do you want to be able to control your emotions Are you looking to sharpen your ability to read how others are feeling Your emotional intelligence is a vital component in who you are and what you do With this combined guide Emotional Intelligence A Step by Step Guide on How to Master Your Emotions Raise Your Self Awareness and Improve Your EQ and Emotional Intelligence Learn How to Perceive Emotions Understand Emotions and Manage Emotions to Support Personal Growth you can learn the basic steps you need to take to ensure that your emotional intelligence is functioning at its peak and learn additional information regarding your emotional intelligence that will support the foundations of your learning Inside you will find 18 in depth chapters which go a long way to helping you achieve your goal and include An understanding of what emotional intelligence is The mixed model and why it's important The value of using emotions to your advantage How to improve your EQ How to develop emotionally intelligent habits Managing your own emotions And much more There is much to learn before we can consider ourselves to be an emotionally intelligent person This book takes you on those first steps and builds on them to provide you with a comprehensive narrative on the matter Great for beginners to the idea Emotional Intelligence is a book that everyone who wants to be more in control of their personal emotions should be reading Get your copy now

Emotional Intelligence Erick Sams,2018-08-24

Master Social Skills Improve Your Relationships Boost Your EQ and Self Control With Emotional Intelligence As opposed to the popular image emotionally intelligent people are not the ones who react impulsively and spontaneously or who act lively and fiery in all types of social environments Emotionally intelligent people are open to new experiences can show feelings adequate to the situation either good or bad and find it easy to socialize with other people and establish new contacts Improve your relationships your personal and professional life by learning a variety of mental skills that can help you to successfully deal with your inner demons and with the challenging demands of socializing with others Teaching you to stay in control interpret body language and cope with negativity this Step By Step Guide will help you to become aware of your own feelings and those of others understand them and manage their manifestation Inside this book Erick Sams writes about topics such as Introducing emotional intelligence Social seduction Dealing with triggers The collective mood of the society How to control your feelings Improving relationships and social skills Mastering self control Self image Effectively understand yourself and

others Filled with information exercises and useful tips Emotional Intelligence will help you to get smart about emotions and improve both your physical and psychological well being *Emotional Intelligence Mastery* Gary Clyne,2019-07-12 If you want to discover the practical advice on how to actually raise your EQ and revolutionize the success in all areas of your life then keep reading Do you want to master your emotions Do you want to learn the secrets to high levels of success Do you want to know the 4 crucial elements to developing Emotional Intelligence In the modern world we are all looking for tools that will surge us to our best version of ourselves and deliver us the success and happiness we deserve But like I said the modern world is fast and competitive we don t have endless hours to spend finding these tools Well luckily this book has done all the hard work for you inside you will find Practical strategies you can use in everyday life to increase your EQ and reach your full potential Scientific studies have repeatedly shown that EQ can contribute to as much as 80% of your success in life You don t want to be left chasing the pack do you Here is just a slither of what you will discover In Emotional Intelligence Mastery 2 0 The 3 must know techniques to supercharge your EQ Think IQ is the biggest proponent of success Think again What the most successful people in the world do to utilise EQ that you don t What Elon Musk can teach you about Emotional Intelligence Discover the revolutionary power of acceptance Learn the 1 proven yet simple technique to deal with all negative emotions The 7 Strategies to implementing EQ in the workplace How to listen to someone in a way that actually makes them appreciate you 10 Essential strategies to experience more rewarding and fulfilling strategies starting today The essential traits of an Emotionally Intelligent person What the happiest people in the world do that you don t Why raising an Emotionally Intelligent child is easier than you think 5 Powerful EQ boosting strategies to take your leadership to the next level How to let go of the past once and for all The EASIEST technique to remove all stress from your life Exactly how to never care what anybody thinks about you ever again And like I said that is just scratching the surface Even if you think you ve read all the Emotional Intelligence theory you possibly can don t think this book isn t for you Actually that s precisely why it is for you this book actually provides you practical techniques you can implement in every area of your life While of course in depth theory has its place alone without actual practical applications it will Never get you the results you want in your life its as simple as that That is exactly why you need to finally realise raising EQ is all about easy to follow practical strategies that you can implement starting Today So if you re ready to master your emotions get the success you ve always dreamed of and take your life to the next level scroll up and click add to cart *Raising Your Emotional Intelligence* Jeanne Segal,2015-08-25 Employing exercises self tests case studies and step by step instructions Segal shows readers how to listen to their intuition and their body s messages make those signals part of their decision making process and thus realize the full benefit of their emotional resources Unlike so many parenting books full of generalizations this title includes specific ideas for games projects and even computer games Highly recommended for all parenting collections Library Journal

Emotional Intelligence Mastery Ryan James,2021-02-06 Emotional Intelligence Mastery is the ultimate 7 Book Boxset

that is designed to help you with every aspect of emotional development interpersonal relationships becoming more charismatic and influential dealing with negative emotions and intrusive thoughts and achieving personal growth It is a combination of the following seven books that will help you achieve success and happiness in life Emotional Intelligence The Complete Step by Step Guide on Self Awareness Controlling Your Emotions and Improving Your EQ Emotional Intelligence 21 Most Effective Tips and Tricks on Self Awareness Controlling Your Emotions and Improving Your EQ Cognitive Behavioral Therapy The Complete Step by Step Guide on Retraining Your Brain and Overcoming Depression Anxiety and Phobias Cognitive Behavioral Therapy 21 Most Effective Tips and Tricks on Retraining Your Brain and Overcoming Depression Anxiety and Phobias How to Analyze People How to Read Anyone Instantly Using Body Language Personality Types and Human Psychology How to Analyze People Mastery Edition How to Master Reading Anyone Instantly Using Body Language Human Psychology and Personality Types Persuasion Psychology of Selling Secret Techniques Only The World's Top Sales People Know To Close The Deal Every Time Each book is packed with simple yet very effective strategies that you can start implementing in your life today

Emotional Intelligence Jeanne Cornwall,2020-06-27

Emotional Intelligence George

Pain,2017-08-16 Ever wondered why people with high IQ quite often do not achieve the level of success that you would expect Emotional Intelligence EQ is the answer This book is a guide that provides you with information on emotional intelligence EI and hands on practical steps to improve your emotional intelligence so that you can live a better quality of life The guide employs a beginners approach by starting off with what emotional intelligence is This enables you to have an in depth understanding on emotional intelligence It further goes on to explore the difference between Emotional Quotient EQ and general Intelligence Quotient IQ which are simply standard measures of emotional intelligence and general intelligence respectively Benefits of emotional intelligence are immense and infinite Nonetheless this book has explored some of the most important benefits that you will derive should you work to improve your emotional intelligence To enable you to have a better perspective on these benefits the book provides real life scenarios in which emotional intelligence or lack of it plays a critical role With these examples you can easily relate emotional intelligence to your own everyday situations The greatest challenge that faces many is how to test their emotional intelligence so that they can estimate the magnitude of improvement required There are many tools that have emerged to help one measure his her own EQ Sadly due to huge interest in emotional intelligence some tools have been developed hastily to meet this insatiable demand Consequently some are not empirically proven This guide has listed those tools which have been scientifically proven as appropriate measures of EQ This will help you to more accurately measure your EQ level Once you have determined your EQ level it is naturally obvious that regardless of outcome you would desire to improve on it The advantage of EQ is that it is elastic and dynamic Thus no matter your level of EQ there is always room for improvement In this regard this guide has endeavored to provide you with most impactful techniques and tips that you can apply to boost your emotional intelligence Having a great emotional intelligence and

retaining the same level of EQ is a daily lifetime endeavor. Thus you need to have a routine that will enable you to be disciplined enough to be on track. Hence this book has provided 30 daily habits which you can practice to improve your emotional intelligence. Here's What's Included In this Book: What is Emotional Intelligence, The difference between Emotional Quotient and Intelligence Quotient, Benefits of Having a High Emotional Intelligence, Real Life Examples of Emotional Intelligence, How to Test Your Emotional Intelligence, How to Improve Your Emotional Intelligence, Daily Habits to Improve Your Emotional Intelligence, Scroll up and download now **Emotional Intelligence 2.0** Benjamin King, 2020-03-02

You are watching the news when you hear about a terrible situation. You begin to feel angry and sad about all the violence you are hearing about. You don't understand how people can be so cruel. You ask yourself when there will be peace and wonder how you can create more compassion in the world. As your spouse enters the room you start telling them what's happened. As you do this you become angrier and your voice gets louder and louder. As your spouse leaves the room you start to question why you raised your voice. Why did you allow your anger to take control? You wonder why this happens. You don't like to be an angry person but you feel overwhelmed by all the violence you hear about in the news. In reality you are like millions of other people in this world. You find yourself becoming emotional over situations you don't understand. This can make you distrust your emotions. You might find yourself trying to ignore the way you are feeling. If this sounds like you it's time to take control of your emotions by building your emotional intelligence. This book will help you to understand what emotional intelligence is. Learn the benefits of emotional intelligence. Learn the four pillars of emotional intelligence. Understand the benefits and how to improve the pillars of self-awareness. Understand the benefits and how to improve the pillars of self-management. Understand the benefits and learn to improve the pillars of social awareness. Understand the benefits and learn to improve the pillars of relationship management. Gain control over your emotions by learning about emotional intelligence. Allow this new knowledge to help you reach your ideal self so you can become successful. It's important to remember that you need to continue to practice emotional intelligence. You will want to remain mindful so you can focus on your emotion reactions to situations. Mindfulness will also help you notice how other people are feeling through their facial expressions, gestures and tone of voice. The benefits of emotional intelligence are factors you will start to notice immediately. You will start to feel better emotionally and mentally which will help you feel better physically. You will start to notice your self-worth increase along with your relationships. While building emotional intelligence takes patience and motivation once you start feeling the benefits you will want to do everything possible to reach your full potential. Do you want to feel the benefits of emotional intelligence? Do you want to gain an understanding of your emotions so you can build your self-awareness, self-management, social awareness and relationship management skills? Then you need to take the next step and purchase this book right now. This book is guaranteed to give you the most up-to-date information about emotional intelligence. Don't miss out on this great opportunity. Order your copy now **Emotional Intelligence 2.0** Daniel Cognitive, 2019-12-23

Are in control of your emotions or are

they beginning to casue chaos in your life Do you need to raise your self esteem and improve your relationships before it s too late This book will help you do it Emotional intelligence or EQ is something that more and more people are placing a value upon Employers are also beginning to see that there is far greater value in a strong EQ than in the better known and previously more accepted IQ And now in this new book you can discover ways that will raise your self esteem and thereby improve the relationships you have with others whether it is at work or in your private life giving you Better self awareness An ability to understand your emotions and what they mean Emotional regulation More self confidence A greater degree of empathy Increased social skills A happier and more in tune sense of being And lots more By mastering your emotions and being able to control them better you will be less likely to experience the negative ones that can be so damaging to our lives And with Emotional Intelligence 2 0 you have a book that is pefect for getting you started on this vitally important journey

Scroll up NOW and Add to Cart for your own copy **How To Develop Emotional Intelligence** Ramon Tarruella,2019-07-03

Over the last several decades the topic of emotional intelligence has become a popular topic the world over There have been many scientific studies that have been conducted on the subject of emotional intelligence and the findings are astounding One finding uncovered by several studies is that your IQ only accounts for 20 percent of our achievements in life while the other 80 percent depends solely on our emotional intelligence Unfortunately having low levels of emotional intelligence can take its toll on your mental and emotional well being Here s what you ll discover in this book What emotional intelligence is and the benefits you gain when you have a high level of emotional intelligence How to identify emotional triggers and learn strategies for dealing with them Why you need to take responsibility and set personal boundaries to improve your emotional intelligence Strategies for raising your emotional intelligence Discover the essential keys for commanding your emotions How to gain emotional control and tackle anger management How to master conflict resolution with the help of emotional intelligence How to master your interpersonal skills for higher emotional intelligence Understand the five essential categories that make up a person s emotional intelligence How to set personal boundaries to help you maintain control over your emotions You ll practice effective strategies for how to deal with negative emotions that can quickly sabotage your EQ Learn about anger and the importance of anger management when it comes to raising your emotional intelligence You ll be able to master conflict resolution using your emotional intelligence You ll be able to master your interpersonal skills to improve your emotional intelligence And much more *The Emotional Intelligence Activity Book*

Adele Lynn,2001-12-26 We ve all heard of IQ but what s EQ It s Emotional Quotient aka Emotional Intelligence and experts say that EQ is a greater predictor of success at work than IQ Companies are increasingly looking for ways to motivate and develop their employees emotional intelligence This book presents trainers and coaches with 50 innovative exercises to be used for either individuals or groups The activities found in the book are grouped according to the various core competencies associated with Emotional Intelligence Self Awareness and Control an awareness of one s values emotions skills and drives

and the ability to control one's emotional responses Empathy an understanding of how others perceive situations Social Expertness the ability to build relationships based on an assumption of human equality Mastery of Vision the development and communication of a personal philosophyThe book also includes suggested training combinations and coaching tips

Decoding **Step By Step Emotional Intelligence**: Revealing the Captivating Potential of Verbal Expression

In a period characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its ability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Step By Step Emotional Intelligence**," a mesmerizing literary creation penned by way of a celebrated wordsmith, readers set about an enlightening odyssey, unraveling the intricate significance of language and its enduring impact on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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Step By Step Emotional Intelligence Introduction

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