

Three spotlights are mounted on a metal truss structure at the top of the frame. They are illuminated, casting bright white beams of light downwards onto the center of the slide. The spotlights have blue and red accents.

# The Spotlight

Relational Intelligence

Wednesday, Aug. 11, 2010

Leadership  Network<sup>®</sup>

Connecting Innovators To Multiply BY 100X

# How to Participate

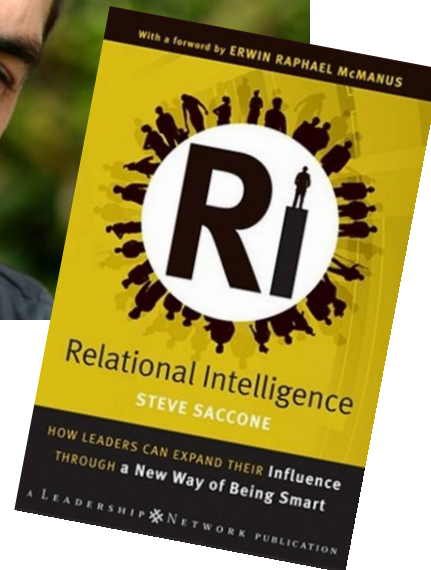


Stephanie Plagens  
PUBLICATIONS MANAGER

Use the Questions box on your control panel to ask questions at any time during today's webinar.



# Guest Presenter



- Steve Saccone
- Writer, speaker, consultant
- Mosaic, Los Angeles, CA
- Author of *Relational Intelligence*



# Audience Poll

- What is your strongest relational skill?
- Weakest?



# Today's Spotlight

- What is Relational Intelligence?
  - a hybrid of social skills and relational health
  - being smart about how we love and influence others
  - intelligent in how we engage our relationships
  - ability to learn, understand, and comprehend knowledge as it relates to interpersonal dynamics



# Why is this topic important?

- Relational Intelligence in context:
  - Biblically...
  - In culture...
  - In leadership...

# Six Core Components of Relational Intelligence

- The Story Collector
- The Energy Carrier
- The Compelling Relator
- The Likeable Hero
- The Conversational Futurist
- The Disproportionate Investor

# Case Study – What's your RQ

- Relational Intelligence Assessment

<http://rq.relationalintelligence.info/>

RI Assessment

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Do you change the energy in a room and given relational context when called for, OR do you find that it is often difficult and too intangible to do so?

Unable to Create Change  Able to Create Change

Once you have clarity on where a conversation should go, are you assertive and effective at leading it there?

Never  All the Time





# Case Study – Ryan’s Experience

- What was affirming?
- What was revealing?
- How has this helped you grow as a leader?



# Audience Questions

- How is RQ different from EQ?



# Audience Questions

- Do you have a theological model that informs the six types of RI?



# Audience Questions

- Is RQ an introvert's nightmare?



# Audience Questions

- What is the first step to increasing your relational intelligence?



# Audience Questions

- Do you find that some cultures are more adept in one of the core components than others?



# Audience Questions

- How has Relational Intelligence been helpful in navigating the lost in CA to come to the realization that South Carolina is the USC and did the CWS help you in communicating that message? Go Gamecocks!

# Resources & Links

- [www.leadnet.org/books](http://www.leadnet.org/books)
- [www.relationalintelligence.info](http://www.relationalintelligence.info)
  - RI Assessment
  - Free study guide
  - Videos
- <http://stevesaccone.com/freechapter>

