

MARCH 23, 2016  
8:30 A.M.—4:30 P.M.

## PERFORMING UNDER PRESSURE: THE SCIENCE OF EMOTIONAL INTELLIGENCE

Leadership is not easy, especially under pressure. Neither is performance. Usual tasks, conversations, and decisions that seem straightforward suddenly become difficult when pressure increases. Pressure changes how your brain functions, it changes your ability to think, your attention, memory and decision making. It changes your ability to connect with others in a meaningful way.

Why do smart people stumble or fail? Why do technically brilliant individuals have trouble managing others and collaborating on a team? What they lack is a critical level of Emotional Intelligence (EI) and the ability to manage their emotions and others when they are under pressure. Only the best performers manage these situations effectively. It starts by understanding the science behind how pressure impacts the brain and then using this insight to better manage through the situations more skillfully.

In this program, you will learn the research and science of emotional intelligence, that will enable you to lead teams more effectively and increase your own performance. You will become a student of human behavior: understanding what your brain does under pressure and how that affects your decision-making and your impact on others. You will leave this program with strategies to manage your emotions so you can be at your best in the most difficult moments

### THIS PROGRAM WILL HELP EXECUTIVES:

- Understand the brain science of emotions that drives your behavior which affects your decision making under pressure.
- Learn practical strategies that help you respond more skillfully under pressure.
- Identify patterns, triggers, and manage emotional habits that either drive or detail performance.



**Bill Benjamin**

*Bill Benjamin has a rare perspective – he has advanced degrees in Mathematics and Computer Science and has 25 years of real-world business experience as a senior leader. Benjamin is very authentic about the fact that he struggled early in his career as a leader when he was under pressure. He shares how he has been able to apply the very same techniques he teaches to become a better leader (and husband and father) himself.*

*In addition to using his background in sales to inspire audiences, Benjamin leverages his Mathematics and technical background to take a practical and scientific approach to helping people understand how the brain responds under pressure, and how that can help increase leadership and performance.*

*Benjamin is a partner at the Institute for Health and Human Potential (IHHP), a successful international research and training company, named one of the “Fastest Growing Companies” in the “Fast 100” ranking in PROFIT Magazine.*

*Benjamin also contributed to the New York Times and Amazon bestselling book *Performing Under Pressure*, co-authored by IHHP’s JP Pawliw-Fry and noted psychologist Hendrie Weisinger.*