

★ THE QUICK START ★ LEADERSHIP CHEAT SHEET ★



EQ



Key insights

7 Habits of Highly Effective People

1. **Place on things you can control**
Concentrating on things you can control gives you a sense of power and control. Focusing on things you can't control gives you a sense of helplessness and frustration.
2. **Practice empathy listening**
To understand what someone is saying, you must listen to what they are saying, not just what they are saying to you. Empathy listening is a skill that can be learned and practiced.
3. **Balance your thoughts**
Don't let your thoughts run wild. Keep them under control. Think about the things you can control and the things you can't control.
4. **Develop your character**
Character is the foundation of leadership. It is the set of qualities that make a person a leader. Character is something that can be developed and improved.
5. **Shift your personal mission statement**
Your personal mission statement is the guiding principle of your life. It should be something that is meaningful and inspiring to you.
6. **Never give advice unless asked**
Giving advice is a common mistake. Most people do not want your advice. They want to be heard. Listen to what they are saying and then offer your advice if they ask for it.
7. **Take responsibility**
Taking responsibility for your actions is a key to success. It means accepting the consequences of your actions and taking steps to improve them.
8. **Eliminate clutter**
Clutter is a distraction. It gets in the way of your thoughts and actions. Eliminate clutter from your life, both physically and mentally.

7 HABITS OF HIGHLY EFFECTIVE PEOPLE



Emotional Intelligence

3 Traits of Emotional Intelligence

- 1. **Self**
The ability to recognize and understand your own emotions, and how they affect your thoughts and behavior.
- 2. **Others**
The ability to recognize and understand the emotions of others, and how they affect their thoughts and behavior.
- 3. **Relationships**
The ability to use your emotional intelligence to build and maintain healthy relationships with others.

Positive and Negative Effects of Emotion

Emotions can have both positive and negative effects on our lives. Positive emotions can help us to think clearly, make good decisions, and build strong relationships. Negative emotions can make us feel stressed, anxious, and unable to think clearly.

Teach Emotional Intelligence

Emotional intelligence can be taught to children and adults alike. It is a skill that can be learned and practiced. Teaching emotional intelligence to children can help them to become more confident, resilient, and successful in life.

Thinking Fast... Slow

The System 1 and System 2 thinking system

System 1

Fast, automatic, and unconscious. It is the system that makes us think quickly and instinctively. It is the system that makes us think in terms of feelings and emotions.

System 2

Slow, deliberate, and conscious. It is the system that makes us think logically and analytically. It is the system that makes us think in terms of facts and figures.

3 Traits of System 1

1. System 1 is fast and automatic.
2. System 1 is a source of feelings.
3. System 1 is a source of intuition.

3 Traits of System 2

1. System 2 is slow and deliberate.
2. System 2 is a source of logic.
3. System 2 is a source of reasoning.

Key insights

Emotional Intelligence

General Comments

1. **The secret of positive leadership**
The secret of positive leadership is the ability to create a positive environment. This is done by focusing on the strengths of the people you are leading, and by encouraging them to focus on their own strengths.
2. **Emotional skills improve our lives**
Developing healthy emotional skills can improve our lives in many ways. It can help us to become more confident, resilient, and successful in life.
3. **Emotional intelligence supports your health**
The ability to process, understand, and regulate our emotions is a key to good health. It can help us to become more aware of our emotions, and to take steps to improve them.
4. **Actions are driven by feelings**
Our feelings can either help us or hurt us. They can either drive us to take positive action or to take negative action. It is important to be aware of our feelings, and to take steps to improve them.
5. **Go away from heated arguments**
Heated arguments are a waste of time and energy. They only lead to more conflict and frustration. It is better to take a step back, and to try to understand the other person's point of view.
6. **Learn empathy from others**
Empathy is a skill that can be learned from others. It is the ability to understand what someone else is feeling, and to respond to it in a helpful way.
7. **Teach children to cope with failure**
Failure is a part of life. It is important to teach children how to cope with failure, and to encourage them to keep trying.
8. **Manage the emotional health**
Managing our emotional health is a key to success. It means taking steps to improve our emotional skills, and to create a positive environment for ourselves.



START WITH NO

Key insights

Thinking Fast and Slow

General Comments

1. **Slow emotions aren't as reliable as your brain**
Your emotions can be a source of information, but they are not always reliable. They can be influenced by many factors, including stress, fatigue, and bias.
2. **Slow emotions make everything in life be a choice**
When you are slow to make a decision, you are more likely to make a choice that is in your best interest. This is because you have more time to think about the consequences of your decision.
3. **Ask everything that comes to mind**
When you are making a decision, it is important to ask yourself everything that comes to mind. This will help you to make a more informed decision.
4. **Be slow to make a decision**
It is better to be slow to make a decision than to be quick. This is because you will have more time to think about the consequences of your decision.
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THINKING FAST AND SLOW

Start with NO

"Negotiation is an agreement that requires each of us to give something up, with all parties having the right to say NO"

The best way to negotiate is to start with NO. This means that you are not willing to give up anything without getting something in return. This is a powerful position to be in, and it can help you to negotiate more effectively.

The greatest weakness in negotiating is to start with YES. This means that you are willing to give up anything without getting anything in return. This is a weak position to be in, and it can lead to a bad negotiation.

Key insights

Start with No

General Comments

1. **Never start with yes**
Starting a negotiation with yes is a mistake. It shows that you are weak and that you are willing to give up anything without getting anything in return.
2. **Start with no in negotiation**
Starting a negotiation with no is a powerful move. It shows that you are strong and that you are not willing to give up anything without getting something in return.
3. **Never save the adversary**
Never save the adversary for a later date. This is a mistake. It shows that you are weak and that you are willing to give up anything without getting anything in return.
4. **Be slow to make a decision**
It is better to be slow to make a decision than to be quick. This is because you will have more time to think about the consequences of your decision.
5. **The role of agenda in negotiation**
The agenda is a key part of a negotiation. It is the list of topics that will be discussed. It is important to have a clear agenda, and to stick to it.
6. **Your leverage and their leverage**
Leverage is a key part of a negotiation. It is the ability to get something you want without giving anything in return. It is important to understand your own leverage, and the leverage of the other party.
7. **What happens next?**
After a negotiation, it is important to know what happens next. This means knowing what the other party is going to do, and what you are going to do.
8. **A good agenda should contain goals**
A good agenda should contain goals. This means that it should list the things that you want to achieve, and the things that the other party wants to achieve.

Quick Start Leadership Skills

Xiaolong Qi



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