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# Developing Motivational Intelligence

**Start Date: 1/14/2021 7:30 AM**

**End Date: 1/14/2021 10:00 AM**

Developing Motivational Intelligence (MQ) the DNA of a Growth Mindset David Naylor, Executive Vice President - 2logical Thursday, January 14th 7:30am - 10:00am **\*\*THIS IS A VIRTUAL MEETING VIA ZOOM\*\*** This program has been pre-approved for 1.5 Professional Development Credits (PDCs) by the Society for Human Resource Management and 1.5 HR General credits by the HR Certification Institute. Think about the strongest players on your team, what's different about them? Why do they seem to find a way to succeed while others only find challenges and obstacles? Why do your strongest players take ownership while those who struggle make excuses? Why are your strongest players more adaptable while other desperately cling to the status quo? As leaders we see the difference in people every day. Yet since the dawning on the industrial revolution more than 300 years ago, we have never been able to answer the question of WHY? We know that IQ and Emotional Intelligence (EQ) play a role in success, however, in 2016, researchers at Harvard University made a startling discovery about the human mind. This discovery proved to be the holy grail of understanding WHY? Today, we know that there is a third type of intelligence, Motivational Intelligence. It is by far the most influential type of intelligence. Why is this true? Because Motivational Intelligence defines if a person perceives life's experiences as threats or opportunities. It defines whether a person will move with a growth or a fixed mindset. It defines if a person will make excuses or take ownership. It defines if a person will succeed or struggle. By the end of this session, participants will:

- Understand the three types of human intelligence and how each influences a person's likelihood of success.
- Understand the organizational symptoms of lower levels of Motivational Intelligence from both a team and individual perspective.
- Understand the psychological underpinnings on Motivational Intelligence and how to influence it in a positive way.

About the speaker: David Naylor For nearly three decades, David Naylor has been internationally recognized as a thought leader in the field of leadership development and sales consulting. Through his role as Executive Vice President of Global Learning and Development for 2logical, he has become a trusted advisor and strategic consultant to scores of CEOs and Executive Leadership teams in many of the most recognized corporations around the world.

Through the years, David has been directly responsible for the design and implementation of countless successful leadership, sales, customer service and productivity improvement training programs. Companies in more than 90 countries and on six continents have leveraged development programs and training universities David has developed. American Express, AXA Financial, General Electric, Time Warner, BlueCross BlueShield, Charles Schwab, Pfizer, E\*TRADE, Berkshire Hathaway, Eli Lilly, Bank of America, Procter & Gamble, ebay, Citibank, HSBC Bank, Lincoln Financial, Merrill Lynch, Viacom and many other organizations all leverage David's Leadership expertise.