William Blatt
Emotional Intelligence
Life Skills for Lawyers
Spring 2016

Syllabus

DANIEL GOLEMAN, EMOTIONAL INTELLIGENCE.

DAVID CARUSO & PETER SALOVEY, THE EMOTIONALLY INTELLIGENT MANAGER.

SPENCER C. HAYES, GET OUT OF YOUR MIND AND INTO YOUR LIFE

MARSHALL B. ROSENBERG, NONVIOLENT COMMUNICATION

RICHARD S. LAZARUS & BERNICE N. LAZARUS, PASSION & REASON: MAKING SENSE OF OUR EMOTIONS.

MARTIN SELIGMAN, AUTHENTIC HAPPINESS.

JAMES LOEHR, STRESS FOR SUCCESS.

DOUGLAS STONE, BRUCE PATTON & SHEILA HEEN, DIFFICULT CONVERSATIONS (RECOMMENDED).

STEPHEN R. COVEY, THE 7 HABITS OF HIGHLY EFFECTIVE PEOPLE (RECOMMENDED).

Blackboard Materials.

The readings serve as background for developing emotional intelligence skills and need not be mastered for their own sake. This syllabus indicates the most important pages.

I. Introduction.

A. Problems in the Legal Profession.

Erwin Griswold, Law Schools and Human Relations, 37 Chi Bar Record 199 (1956).

Susan Swaim Daicoff, Lawyer Know Thyself: A Psychological Analysis of Personality Strengths and Weaknesses, 8-13 (2006).

B. The Promise of Emotional Intelligence.

Goleman, "Introduction," ix-xviii "When Smart is Dumb" 33-36, 44-45.

C. Stress Management.


1. The Relaxation Response.


2. Diaphramic Breathing.


4. Enhancing the Relaxation Response.


5. Other Perspectives: Mindfulness and Oscillation.


Loehr, "Everything You Know About Stress is Wrong," 3-5, "The Things That Pushed Me the Most Were the Things That Helped Me the Most," 146-157, "Taking High-Quality Breaks,"166-172 "Every So Often I Go Over the Edge," 198-202 (all optional)


D. Maps of Emotional Intelligence.

Goleman, "When Smart is Dumb" 36-44.


II. The Foundational Skill: Self-Knowledge.

GOLEMAN, "Know Thyself," 46-55.


A. Mindfulness: West and East.

1. West.


Ellen Langer, The Power of Mindful Learning (Table 1 110 "Differences Between Intelligence and Mindfulness").

Carol S. Dweck, Mindset, 7-8, 57-59, 212-18, 228-232 (2006).

Ginger Cockerham, "Are you an Adrenaline Addict?"


2. East.


a. Defusion


b. Components of Mindfulness.


c. Concentration


d. Awareness and Mindfulness Based Stress Reduction.


Ken McLeod, Wake-Up to Your Life, "Meditation: Cultivating Attention," 53-60 64-70 (optional).

The Legend of Bodhidarma and Meditation Instructions (optional).


B. Mindfulness and Lawyering: Listening and Speaking.


1. Listening: Attending and Following.


2. Active Listening.


COVEY, "Empathetic Listening," 239 (optional).


5. Advanced Applications.

STONE, PATTON & HEEN. "Sort Out the Three Conversations," 4-20, "Putting It All Together," 217-234, and intermediate chapters as necessary (optional).


III. The Nature of Emotions.

A. Physiological and Cognitive Perspectives.


B. Identifying Emotions.

Richard S. Lazarus, Stress and Emotion, 96, "Core Relational Themes for Each Emotion," (Table 4.2) (1999).


C. Evoking Emotions: Physiology, Imagery and Meaning.


CARUSO & SALOVEY, "How to Get in the Right Mood" 107-114.
LOEHR, "Learning to Create Emotion on Demand," 95-97, 102-08, 114-17 (all optional).


1. Physiology.


2. Focus and Imagery


LOEHR, "Preparing with Mental Rehearsal," 128-29.


3. Words and Meaning.


COVEY, "Visualization and Affirmation," 132-33.


D. Values in Action.


HAYES, "What Are Values?" 153-163.


Seligman, Your Signature Strengths: The Twenty-Four Strengths, 134-140, "What are Your Highest Personal Strengths?" 140-160 (both optional).


IV. Managing Emotions.

Caruso & Salovey, "Get in the Right Mood," 100-06.


A. Minimizing Negative Moods.


1. Disputing Beliefs.


2. Reframing.


Nathaniel Branden, The Six Pillars of Self-Esteem, "Sentence

Eric Berne, Games People Play, "Games," 48-63 (1964) (optional).


Covey, "Showing Personal Integrity," 195-97 (optional).


B. Cultivating Positive Moods.

Seligman, "Why Bother to be Happy?" 30-31, 33, 39-44 (optional).


1. Pleasures.

Seligman, "Happiness in the Present," 102-09.


2. Flow, Goals, and Gratifications.


3. Optimism.

SELGAMAN, "Optimism About the Future," 83-93.


C. Integrating Emotions.


V. Optimal Performance.


Connirae Andreas, with Tamara Andreas, Core Transformation 40-49 (1994) (28-39 and 50-60 optional).


B. Conditioning, Habits and Environment.


PATTERSON, GRENNY, ET AL., CHANGE ANYTHING, 3-20.


C. Desensitization (optional).

LOEHR, "Desensitizing Fears," 124-26 (optional).

CARUSO & SALOVEY, "Staying Open to Emotion," 138-140 (optional).


VI. Social Intelligence: Understanding Emotions In Others and Handling Relationships.


A. Nonverbal Signals.

1. Reading.

Ekman, Subtle Expression and Micro Expression Training Tool (on reserve).

CARUSO & SALOVEY, "Read People Correctly" 90-99 (optional).


2. Expressing.


B. Influence.


1. Conflict Resolution.

2. Negotiation.


C. Social Virtues.


1. Empathy


2. Gratitude and Forgiveness.

VIII. Going Beyond Emotional Intelligence.

A. Creating Personal Meaning.


Covey, "Expand Perspective," 131-32 (optional).


B. Looking for the Self.

1. No Self.


2. Multiple Selves.


C. Exploring the Subconscious.


1. Focusing.


2. Drawing and Dreams.


D. Finding Ultimate Meaning.


Saint Francis, Prayer (Dyer, There's a Spiritual Solution to Every Problem, 139) (optional).

1. Games.


2. Relationship.
