



Kot Bhalwal, Jammu



Model Institute of Engineering
& Technology (Autonomous)
Lesson Plan

Department of BBA

Details of Lesson Plan

S.No.	Particulars	Details
1.	Course Name	Emotional Intelligence in Business
2.	Course Code	UGMDC-303 (C)
3.	Academic Year	2024-2025
4.	Semester	3 rd
5.	Number of Lesson plans	36
6.	Faculty Assigned	Dr. Swati Samnotra

Faculty Signature



Dr. Arun K. Gupta Teaching-Learning Centre

Version 1.1



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Lesson Plan No. 1	Course Name: Emotional Intelligence in Business Topic: Introduction to Emotional Intelligence	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define emotional intelligence and its components. Understand the importance of emotional intelligence in personal and professional life. Identify and manage emotions effectively.
Teaching Aids (if any)	<ol style="list-style-type: none"> Power Point Presentation
Teaching Development	<ul style="list-style-type: none"> - Introduction (5 minutes) - Ask questions. - What does it mean to be "intelligent"? - How do you think emotions play a role in our lives? <p>Introduce the concept of emotional intelligence as the ability to understand and manage one's own emotions and the emotions of others.</p> <ul style="list-style-type: none"> - Development (35 minutes) - Define emotional intelligence: Explain the components of emotional intelligence (self-awareness, self-regulation, motivation, empathy, and social skills). - Discuss the importance of emotional intelligence: Highlight the benefits of emotional intelligence in personal relationships, career success, and overall well-being. - Identify and manage emotions: Teach students techniques for identifying and managing emotions, such as mindfulness, deep breathing, and positive affirmations.
Closure	<ol style="list-style-type: none"> Summarize the key points Suggested Reading <ul style="list-style-type: none"> - Emotional intelligence by Steven J. Stein, Publisher, Willey, Edition 1st (2009), Page no- 11 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<ol style="list-style-type: none"> Ask reflective questions: <ul style="list-style-type: none"> - What is emotional intelligence? - Why is emotional intelligence important? - Who can benefit from developing emotional intelligence? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2	Course Name: Emotional Intelligence in Business Topic: Meaning, Characteristics and Components of Emotion	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Explain about the feelings and emotions b. Discriminate between feelings and emotions c. Identify the characteristics of emotions d. Enumerate the types of emotions e. Explain about the components of emotions
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions.Discussion about personal experiences with strong emotions.Ask students to share a time when they felt extremely happy, sad, angry, or scared.Introduce the topic of emotions as a natural and essential part of human experience.2. Development (30 minutes)<ol style="list-style-type: none">a. Define emotion: "A complex state of feeling that results in physical and psychological changes that affect how we think and act."b. Differentiate between emotions and moods.c. Discuss the characteristics of emotions:<ul style="list-style-type: none">- Physical- Psychological- Behaviorald. Explain the three components of emotion:<ul style="list-style-type: none">- Cognitive- Physiological- Behavioral- Provide examples of each component for different emotions.3. Exercise (5 minutes) –<ul style="list-style-type: none">- Divide students into small groups.- Assign each group an emotion (e.g., happiness, sadness, anger).- Ask groups to create a short skit demonstrating the cognitive, physiological, and behavioral components of their assigned emotion.
Closure	<ol style="list-style-type: none">1. Summarize the key points about emotions, their characteristics, and components. Emphasize the importance of understanding and managing emotions. Encourage students to reflect on how emotions influence their daily lives.



	<p>2. Suggested Reading</p> <ul style="list-style-type: none">- Emotional intelligence by Steven J. Stein, Publisher, Willey, Edition 1st (2009), Page no- 11 <p>3. Homework</p> <p>Write a short reflection on a personal emotional experience, identifying the components involved.</p> <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>1. Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about emotions today?- Why is it important to understand emotions?- How can you apply what you learned about emotions to your life? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 3	Course Name: Emotional Intelligence in Business Topic: Emotional Intelligence (EI) - Concept, Components and Benefits	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define emotional intelligence (EI) b. Identify the key components of EI c. Explain the benefits of high EI
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. Is IQ enough for success? Encourage students to share their thoughts and experiences. Introduce the concept of emotional intelligence as a complement to IQ.2. Development (30 minutes)<ol style="list-style-type: none">a. Define Emotional Intelligence (EI)b. Explain EI as the ability to understand, use, and manage emotions effectively.c. Differentiate between IQ and EI.d. Components of EI: Discuss the four key components:<ul style="list-style-type: none">- Self-awareness: Understanding one's own emotions and how they affect others.- Self-regulation: Managing one's emotions and impulses.- Social awareness: Understanding the emotions of others and building empathy.- Relationship management: Building strong relationships through effective communication and cooperation. Provide examples of each component and real-life scenarios.e. Explain how EI contributes to personal and professional success.f. Discuss the positive impact of EI on relationships, leadership, and problem-solving.3. Exercise (5 minutes) –<ul style="list-style-type: none">- Divide students into small groups.- Assign each group a real-life scenario (e.g., conflict resolution, teamwork, job interview).- Ask groups to discuss how EI can be applied to the given situation.
Closure	<ol style="list-style-type: none">1. Summarize the key points<ul style="list-style-type: none">- Recap the definition, components, and benefits of EI.



	<ul style="list-style-type: none">- Ask students to share key takeaways from the lesson. <p>2. Suggested Reading</p> <ul style="list-style-type: none">- Emotional intelligence by Steven J. Stein, Publisher, Willey, Edition 1st (2009), Page no- 12- Video Link-- https://www.youtube.com/watch?v=D6_J7FfgWVc <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>1. Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about emotional intelligence today?- Why is emotional intelligence important?- Who can benefit from developing emotional intelligence? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 4	Course Name: Emotional Intelligence in Business Topic: Emotional Intelligence (EI) - Myths and Historical Development	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define emotional intelligence (EI) and distinguish it from IQ. b. Identify common myths about EI. c. Trace the historical development of the concept of EI.
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. Is intelligence solely determined by IQ? Introduce the concept of emotional intelligence as a counterpoint to IQ.2. Development (30 minutes)<ol style="list-style-type: none">a. Define Emotional Intelligenceb. Contrast EI with IQ, emphasizing the importance of both for overall success.c. Common Myths about EI:<ul style="list-style-type: none">- Present common misconceptions about EI (e.g., EI is just about being nice, it's innate, it's the same as empathy).- Discuss the impact of these myths on people's understanding of EI.d. Historical Development of EI: Trace the evolution of the concept from early philosophical discussions to the modern understanding.e. Highlight the contributions of key figures like Charles Darwin, Howard Gardner, and Daniel Goleman.3. Exercise (5 minutes) –<ul style="list-style-type: none">- Divide students into small groups.- Provide each group with a list of statements about EI.- Ask them to identify which statements are myths and explain their reasoning.
Closure	<ol style="list-style-type: none">1. Summarize the key points<ul style="list-style-type: none">- Recap the definition of EI, common myths, and its historical development.- Emphasize the importance of EI in personal and professional life.2. Suggested Reading



	<p>https://egyankosh.ac.in/handle/123456789/69781</p> <p>https://www.fastcompany.com/90905184/myths-emotional-intelligence-according-psychologist</p> <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What surprised you about EI?- Why is it important to dispel myths about EI?- Who are some individuals you admire for their EI? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 5	Course Name: Emotional Intelligence in Business Topic: Goleman Model of Emotional Intelligence	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define emotional intelligence and explain its importance. b. Identify and describe the four components of emotional intelligence according to Goleman's model.
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. To share a personal experience where emotional intelligence played a crucial role. Introduce the concept of emotional intelligence as a key factor in personal and professional success.2. Development (30 minutes)<ol style="list-style-type: none">a. Define emotional intelligence and differentiate it from IQ.b. Introduce Daniel Goleman and his contribution to the field.c. Explain the four components of emotional intelligence: Self-awareness: Understanding one's own emotions, strengths, weaknesses, and drives. Self-regulation: The ability to control or redirect disruptive impulses and moods. Social skills: The ability to build rapport and build bonds with others. Empathy: The ability to understand and share the feelings of others.d. Provide examples of each component and real-life scenarios. Discuss the importance of each component in different life aspects.3. Exercise (5 minutes) –<ul style="list-style-type: none">- One minute Paper
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://www.tsw.co.uk/blog/leadership-and-management/daniel-goleman-emotional-intelligence/-- Video Link-



	<ul style="list-style-type: none">- https://www.youtube.com/watch?v=F9clHdsQz4c- <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What are the four components of emotional intelligence?- Why is emotional intelligence important for success?- Who can benefit from developing emotional intelligence? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 6	Course Name: Emotional Intelligence in Business Topic: Goleman Model of Emotional Intelligence	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define emotional intelligence and explain its importance. b. Identify and describe the four components of emotional intelligence according to Goleman's model.
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. To share a personal experience where emotional intelligence played a crucial role. Introduce the concept of emotional intelligence as a key factor in personal and professional success.2. Development (30 minutes)<ol style="list-style-type: none">a. Define emotional intelligence and differentiate it from IQ.b. Introduce Daniel Goleman and his contribution to the field.c. Explain the four components of emotional intelligence: Self-awareness: Understanding one's own emotions, strengths, weaknesses, and drives. Self-regulation: The ability to control or redirect disruptive impulses and moods. Social skills: The ability to build rapport and build bonds with others. Empathy: The ability to understand and share the feelings of others.d. Provide examples of each component and real-life scenarios. Discuss the importance of each component in different life aspects.3. Exercise (5 minutes) –<ul style="list-style-type: none">- One minute Paper
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://www.tsw.co.uk/blog/leadership-and-management/daniel-goleman-emotional-intelligence/ <p>Spend 5 minutes to wrap up and consolidate the learning's</p>



Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What are the four components of emotional intelligence?- Why is emotional intelligence important for success?- Who can benefit from developing emotional intelligence? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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Lesson Plan No. 7	Course Name: Emotional Intelligence in Business Topic: Know Your EQ (Emotional Quotient)	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define emotional intelligence (EQ) b. Identify the components of EQ c. Understand the importance of EQ in personal and social life
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How do you feel when someone doesn't listen to you? How do you handle a stressful situation? What does it mean to be empathetic? Briefly introduce the concept of EQ: Explain that EQ is as important as IQ in achieving success.2. Development (30 minutes)<ol style="list-style-type: none">a. Explain that EQ is the ability to understand, use, and manage your own emotions in positive ways to relieve stress, communicate effectively, empathize with others, overcome challenges, and defuse conflict.b. Components of EQ: Discuss the five key components of EQ: Self-awareness: Recognizing your own emotions and how they affect others. Self-regulation: Managing your own emotions and impulses. Motivation: Being driven and persistent in achieving goals. Empathy: Understanding and sharing the feelings of others. Social skills: Building and maintaining relationships.c. Importance of EQ: Explain how EQ contributes to success in personal and professional life, improves relationships, and enhances overall well-being.d. Real-life examples: Share stories or examples of people who demonstrate high or low EQ.3. Exercise (5 minutes) –<ul style="list-style-type: none">- Divide students into small groups and ask them to share a personal experience where EQ played a role.
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.<ul style="list-style-type: none">- Recap the key points covered in the lesson: definition of EQ, its components, and importance.



	<p>2. Suggested Reading</p> <ul style="list-style-type: none">- Emotional intelligence by Steven J. Stein, Publisher, Willey, Edition 1st (2009), Page no- 49 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about emotional intelligence today?- How can you improve your own EQ?- Why is EQ important for building relationships? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 8	Course Name: Emotional Intelligence in Business Topic: Relationship between EQ and IQ	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define emotional intelligence (EQ) and intelligence quotient (IQ) Explain the relationship between EQ and IQ Understand the importance of both EQ and IQ for success
Teaching Aids (if any)	<ol style="list-style-type: none"> Power Point Presentation
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. <ul style="list-style-type: none"> What does it mean to be intelligent? Can someone be intelligent but still struggle in life? How do emotions affect our decision-making? Briefly introduce the concepts of EQ and IQ: Explain that both are important for overall success. Development (30 minutes) <ol style="list-style-type: none"> Explain the difference between emotional intelligence (EQ) and intelligence quotient (IQ). EQ: The ability to understand, use, and manage your own emotions in positive ways. IQ: A measure of a person's cognitive abilities and problem-solving skills. Relationship between EQ and IQ: Discuss how EQ and IQ complement each other. <ul style="list-style-type: none"> High IQ can help you solve problems, but high EQ helps you navigate social situations and build relationships. Both are essential for leadership, teamwork, and personal growth. Real-life examples: Share stories or examples of individuals who excelled in one area but struggled in the other. Exercise (5 minutes) – <ul style="list-style-type: none"> Divide students into small groups and ask them to discuss a situation where both EQ and IQ were needed to overcome a challenge.
Closure	<ol style="list-style-type: none"> Summarize the lesson learning outcomes and get affirmation from students on these. <ul style="list-style-type: none"> Recap the key points covered in the lesson: definitions of EQ and IQ, their relationship, and their importance. Suggested Reading <ul style="list-style-type: none"> Emotional intelligence by Steven J. Stein, Publisher, Willey,



	Edition 1 st (2009), Page no- 44
	Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	Ask reflective questions: <ul style="list-style-type: none">- How are EQ and IQ related?- Which is more important for success, EQ or IQ?- Can EQ be learned or improved?- How can you develop both EQ and IQ? Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 9	Course Name: Emotional Intelligence in Business Topic: Emotional competencies: Self-awareness, Self-regulation	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define self-awareness and self-regulation b. Identify the importance of self-awareness and self-regulation in personal and social life c. Demonstrate basic self-awareness and self-regulation skills
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How do you feel when you make a mistake? How do you handle anger or frustration? What does it mean to understand your own emotions? Briefly introduce the concept of emotional intelligence: Explain that EQ is the ability to understand, use, and manage your own emotions in positive ways.2. Development (30 minutes)<ol style="list-style-type: none">a. Define self-awareness: Explain that self-awareness is the ability to recognize and understand your own emotions, thoughts, and values.b. Importance of self-awareness: Discuss how self-awareness helps in decision-making, building relationships, and managing stress.c. Activities to enhance self-awareness: Suggest activities like journaling, mindfulness, and self-reflection.d. Define self-regulation: Explain that self-regulation is the ability to manage your own emotions and impulses.e. Importance of self-regulation: Discuss how self-regulation helps in conflict resolution, goal achievement, and building resilience.f. Strategies for self-regulation: Teach techniques like deep breathing, counting to ten, and taking a break.3. Exercise (5 minutes) –<ul style="list-style-type: none">- Divide students into small groups to discuss a challenging situation and brainstorm ways to practice self-awareness and self-regulation.
Closure	1. Summarize the lesson learning outcomes and get affirmation from students on these.



	<p>2. Suggested Reading</p> <ul style="list-style-type: none">- Emotional intelligence by Steven J. Stein, Publisher, Willey, Edition 1st (2009), Page no- 287 <p>3. Homework</p> <p>Assign a short reflective journal entry about a time when they practiced self-awareness or self-regulation.</p> <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about self-awareness and self-regulation today?- How can you apply these skills in your daily life?- Why are self-awareness and self-regulation important for success? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 10	Course Name: Emotional Intelligence in Business Topic: Emotional competencies: Self-motivation	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define self-motivation b. Identify strategies for enhancing self-motivation c. Understand the importance of self-motivation in achieving goals
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What motivates you to achieve your goals? How do you feel when you are highly motivated? What challenges do you face in staying motivated? Briefly introduce the concept of self-motivation: Explain that self-motivation is the driving force that propels individuals to take action and persevere in achieving their goals.2. Development (30 minutes)<ol style="list-style-type: none">a. Define self-motivation: Explain that self-motivation is the ability to initiate and sustain action towards achieving goals without external pressure or rewards.b. Importance of self-motivation: Discuss the role of self-motivation in personal and professional success, problem-solving, and overcoming challenges.c. Strategies for enhancing self-motivation:<ul style="list-style-type: none">Setting clear and achievable goalsBreaking down large goals into smaller stepsPositive self-talk and visualizationFinding intrinsic motivation (enjoyment, satisfaction)Reward systemOvercoming procrastinationd. Real-life examples: Share stories or examples of individuals who demonstrated high levels of self-motivation and achieved remarkable results.3. Exercise (5 minutes) – Divide students into small groups and ask them to share a personal experience where self-motivation played a crucial role in achieving a goal.
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading



	<ul style="list-style-type: none">- Emotional intelligence by Steven J. Stein, Publisher, Willey, Edition 1st (2009), Page no- 114 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about self-motivation today?- How can you apply these strategies in your daily life?- Why is self-motivation important for achieving your goals? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 11	Course Name: Emotional Intelligence in Business Topic: Emotional competencies: Social Awareness and Social Skills	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define social awareness and social skills b. Identify the importance of social awareness and social skills in personal and professional life c. Demonstrate basic social awareness and social skills through activities
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How do you feel when someone doesn't understand your perspective? What does it mean to be a good listener? How do you build and maintain relationships? Briefly introduce the concepts of social awareness and social skills: Explain that these are essential components of emotional intelligence.2. Development (30 minutes)<ol style="list-style-type: none">a. Define social awareness: Explain that social awareness is the ability to understand and perceive the emotions, thoughts, and situations of others.b. Discuss examples of social awareness: recognizing nonverbal cues, understanding group dynamics, and perspective-taking.c. Define social skills: Explain that social skills involve effectively interacting with others, building relationships, and managing conflict.d. Discuss examples of social skills: active listening, clear communication, empathy, and cooperation.e. Importance of social awareness and social skills: Explain how these competencies contribute to success in personal and professional life, improve relationships, and enhance overall well-being.3. Exercise (5 minutes) – Think-Pair-Share
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.<ul style="list-style-type: none">- Recap the key points covered in the lesson: definitions of social awareness and social skills, their importance, and practical applications.



	<p>2. Suggested Reading</p> <ul style="list-style-type: none">- https://egyankosh.ac.in/handle/123456789/68065- https://www.verywellmind.com/components-of-emotional-intelligence-2795438 <p>Video link-</p> <ul style="list-style-type: none">- https://www.youtube.com/watch?v=ssIq7gMtscw <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about social awareness and social skills today?- How can you improve your own social awareness and social skills?- Why are these competencies important for success? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 12	Course Name: Emotional Intelligence in Business Topic: Emotional competencies: Empathy	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define empathy b. Identify the components of empathy c. Demonstrate empathy in a simulated situation d. Understand the importance of empathy in relationships
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How do you feel when someone understands what you're going through? Can you recall a time when you felt truly understood by someone? What does it mean to put yourself in someone else's shoes?2. Development (35 minutes)<ol style="list-style-type: none">a. Define empathy: Explain that empathy involves perspective-taking, emotional understanding, and compassionate response.b. Components of empathy: Discuss the three key components of empathy:c. Perspective-taking: Seeing the world from another person's point of view.d. Emotional understanding: Recognizing and sharing the feelings of others.e. Compassionate response: Acting with kindness and care towards others.f. Importance of empathy: Explain how empathy contributes to strong relationships, effective communication, conflict resolution, and overall well-being.
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.<ul style="list-style-type: none">- Recap the key points covered in the lesson: definition of empathy, its components, and importance.2. Suggested Readings-<ul style="list-style-type: none">- https://egyankosh.ac.in/handle/123456789/68065- https://www.verywellmind.com/components-of-emotional-



	<p>intelligence-2795438</p> <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about empathy today?- How can you improve your empathy skills?- Why is empathy important in your relationships? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 13	Course Name: Emotional Intelligence in Business Topic: Recognition and Understanding of Emotions in Oneself and Others	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Identify a range of emotions in oneself and others. b. Describe the physical and emotional signs of various emotions. c. Explain the importance of emotional awareness.
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How do you feel when you get a good grade? What do you do when you feel angry? Can you tell when someone else is sad?2. Development (30 minutes)<ol style="list-style-type: none">a. Define emotions: Explain that emotions are feelings that we experience in response to events or situations.b. Identify basic emotions: Discuss common emotions such as happiness, sadness, anger, fear, surprise, and disgust.c. Physical and emotional signs: Explain how emotions can be expressed through facial expressions, body language, and physical sensations.d. Use emotion charts or pictures to illustrate different emotional expressions.e. Importance of emotional awareness: Discuss the benefits of understanding emotions, such as improved communication, better problem-solving, and stronger relationships.f. Empathy: Explain the concept of empathy and its role in understanding others' emotions.3. Exercise (5 minutes) – Ask students to write down a time when they felt a strong emotion and how they handled it.
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://egyankosh.ac.in/handle/123456789/68065 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>



Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What new emotions did you learn about today?- How can understanding emotions help you in your relationships?- What strategies can you use to manage your own emotions? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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Lesson Plan No. 14	Course Name: Emotional Intelligence in Business Topic: Emotional Awareness in Oneself and Others.	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define emotional awareness b. Identify different types of emotions c. Understand the importance of emotional awareness in relationships d. Practice recognizing and expressing emotions
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How do you feel when you're happy? Sad? Angry? Can you tell when someone else is feeling upset? Why is it important to understand how you and others feel?2. Development (30 minutes)<ol style="list-style-type: none">a. Define emotional awareness: Explain that it's the ability to recognize and understand your own emotions, as well as the emotions of others.b. Types of emotions: Discuss primary emotions (happiness, sadness, anger, fear, surprise, disgust) and secondary emotions (jealousy, guilt, shame, pride).c. Importance of emotional awareness: Explain how emotional awareness helps build strong relationships, improves communication, and enhances problem-solving skills.d. Body language and facial expressions: Discuss how nonverbal cues can indicate emotions.e. Empathy: Explain that understanding and sharing the feelings of others is a key component of emotional awareness.3. Exercise (5 minutes) – Divide students into groups and have them act out different emotions for others to guess.
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- Emotional Intelligence for dummies, Steven J. Stein, 1st Edition (2009), Page no- 13 and 15- https://egyankosh.ac.in/handle/123456789/68065



	Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	Ask reflective questions: <ul style="list-style-type: none">- What did you learn about emotions today?- How can you improve your emotional awareness?- Why is it important to be empathetic? Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 15	Course Name: Emotional Intelligence in Business Topic: The relationship between emotions, thought and behavior	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define emotions, thoughts, and behaviour Explain the interconnectedness of emotions, thoughts, and behaviour Identify how thoughts influence emotions and behaviours Develop strategies for managing emotions and behaviours
Teaching Aids (if any)	<ol style="list-style-type: none"> Power Point Presentation
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. <ul style="list-style-type: none"> How do you feel when you get a good grade? What do you think when you face a challenge? How do you act when you are angry? Development (30 minutes) <ol style="list-style-type: none"> Define emotions, thoughts, and behaviors: Provide clear definitions for each term. Explain the interconnectedness: Use a diagram or analogy to illustrate how emotions, thoughts, and behaviors form a cycle. The role of thoughts: Discuss how our thoughts can trigger emotions and influence our behavior. Cognitive-behavioral approach: Briefly introduce the concept of cognitive-behavioral therapy (CBT) and how it focuses on changing thoughts to modify emotions and behaviors. Coping strategies: Provide examples of healthy coping mechanisms for managing emotions and behaviors, such as deep breathing, mindfulness, and problem-solving. Exercise (5 minutes) – <ul style="list-style-type: none"> Group discussion: Divide students into small groups and ask them to share examples of how their thoughts, emotions, and behaviors are connected.
Closure	<ol style="list-style-type: none"> Summarize the lesson learning outcomes and get affirmation from students on these. Suggested Reading -https://debbiewoodallcarroll.com/the-relationship-between-thoughts-feelings-and-behaviors/



	<ul style="list-style-type: none">- https://www.futurelearn.com/info/courses/depression-young-people/0/steps/36858 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- How do you think understanding the connection between emotions, thoughts, and behaviors can help you?- Can you identify a situation where you can apply what you learned today?- What strategies would you like to try for managing your emotions and behaviors? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 16	Course Name: Emotional Intelligence in Business Topic: Techniques to manage emotions	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Identify common emotional responses to challenging situations b. Understand the connection between thoughts, emotions, and behavior c. Apply various techniques to manage emotions, thoughts, and behaviour
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How do you usually react when you feel angry, stressed, or frustrated? Can your thoughts influence your emotions? How do your emotions affect your behavior?2. Development (30 minutes)<ol style="list-style-type: none">a. Identify common emotional responses: Discuss common emotions like anger, sadness, fear, and frustration.b. Explain the connection between thoughts, emotions, and behavior: Use the concept of the "cognitive-behavioral model" to illustrate how thoughts influence emotions, which in turn impact behavior.c. Introduce coping techniques: Emotional regulation: Deep breathing, mindfulness, progressive muscle relaxation, journaling. Cognitive restructuring: Challenging negative thoughts, cognitive reframing. Behavior modification: Assertive communication, time management, problem-solving.3. Exercise (5 minutes) –<ul style="list-style-type: none">- Group discussion: Divide students into small groups and ask them to brainstorm a challenging situation and discuss potential coping strategies.
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading Emotional Intelligence for dummies, Steven J. Stein, 1st Edition



	(2009), Page no- 79 Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	Ask reflective questions: <ul style="list-style-type: none">- What did you learn about managing your emotions, thoughts, and behavior?- Which coping techniques do you find most helpful?- How can you apply these techniques in your daily life? Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 17	Course Name: Emotional Intelligence in Business Topic: Self-Management - Managing Emotions, Anxiety, Fear, and Anger	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Identify common emotions such as anxiety, fear, and anger Understand the impact of these emotions on thoughts and behavior Apply various techniques to manage these emotions
Teaching Aids (if any)	<ol style="list-style-type: none"> Power Point Presentation
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. <p>How do you feel when you're faced with a challenging situation?</p> <p>What strategies do you use to cope with anxiety or fear?</p> <p>How do you express anger in a healthy way?</p> Development (30 minutes) <ol style="list-style-type: none"> Identify common emotions: Discuss anxiety, fear, and anger, providing definitions and examples. Understand the impact: Explain how these emotions can affect thoughts, behaviors, and relationships. Introduce coping strategies: <p>Anxiety: Deep breathing, progressive muscle relaxation, mindfulness, positive affirmations.</p> <p>Fear: Exposure therapy (if appropriate), challenging negative thoughts, seeking support.</p> <p>Anger: Identifying triggers, assertive communication, time-outs, physical activity.</p> Exercise (5 minutes) – <ul style="list-style-type: none"> Group discussion: Divide students into small groups and ask them to share a time when they experienced one of the emotions discussed. Encourage them to discuss how they handled the situation and what they might do differently now.
Closure	<ol style="list-style-type: none"> Summarize the lesson learning outcomes and get affirmation from students on these. Suggested Reading <ul style="list-style-type: none"> Emotional Intelligence for dummies, Steven J. Stein, 1st Edition (2009), Page no- 61



	<ul style="list-style-type: none">- http://www.pearlofwisdom.org/SelfManagement.html <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about managing emotions like anxiety, fear, and anger?- Which coping strategies resonated with you the most?- How can you apply these techniques to improve your overall well-being? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 18	Course Name: Emotional Intelligence in Business Topic: Models- Ability Model	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define ability and its components b. Explain the concept of ability model c. Identify different types of abilities and their implications
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What do you understand by the term 'ability'? Can you name some abilities you possess? How do abilities influence our actions?2. Development (30 minutes)<ol style="list-style-type: none">a. Define ability: Explain ability as the capacity to perform a task or skill successfully.b. Components of ability: Discuss the different components of ability, such as: Intellectual abilities (cognitive abilities) Physical abilities Psychomotor abilities Sensory abilitiesc. Explain the ability model: Describe the ability model as a hierarchical structure where general abilities influence specific abilities.d. Types of abilities: Elaborate on different types of abilities, such as: Fluid intelligence Crystallized intelligence Bodily-kinesthetic abilities Interpersonal abilities Intrapersonal abilitiese. Implications of abilities: Discuss how understanding abilities can help in: Career choice Talent identification Personal development3. Exercise (5 minutes) –<ul style="list-style-type: none">- Divide students into groups and ask them to identify the abilities required for different professions (e.g., doctor,



	engineer, artist).
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- Emotional Intelligence, Priya Kanwar, 1st Edition (2023), Page no- 8- https://egyankosh.ac.in/handle/123456789/68066 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about ability and the ability model?- How can understanding abilities help you in your personal and academic life?- Can you think of examples of how different abilities interact? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 19	Course Name: Emotional Intelligence in Business Topic: Models- Trait Model	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define personality and traits Explain the concept of the trait model Identify key personality traits and their implications
Teaching Aids (if any)	<ol style="list-style-type: none"> Power Point Presentation
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. <p>What makes you different from your friends?</p> <p>Are there certain qualities or characteristics that describe you well?</p> <p>How do these qualities influence your behavior?</p> Development (30 minutes) <ol style="list-style-type: none"> Define personality and traits: Explain personality as the enduring patterns of thoughts, feelings, and behaviors that distinguish individuals from each other. Introduce the trait model: Describe the trait model as a perspective that focuses on identifying and measuring individual differences in personality traits. Key personality traits: Discuss major personality traits, such as: The Big Five personality traits (Openness, Conscientiousness, Extraversion, Agreeableness, Neuroticism) Other important traits (e.g., dominance, independence, self-esteem) Implications of traits: Explain how understanding personality traits can help in: <ul style="list-style-type: none"> Career counseling Relationship building Self-awareness Exercise (5 minutes) – <ul style="list-style-type: none"> Divide students into groups and ask them to discuss how personality traits influence career choices.
Closure	<ol style="list-style-type: none"> Summarize the lesson learning outcomes and get affirmation from students on these. Suggested Reading <ul style="list-style-type: none"> Emotional Intelligence, Priya Kanwar, 1st Edition (2023), Page



	<p>no- 8</p> <p>- https://egyankosh.ac.in/handle/123456789/68066</p> <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about personality and the trait model?- How can understanding personality traits help you understand yourself and others?- Can you think of examples of how personality traits influence behavior? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 20	Course Name: Emotional Intelligence in Business Topic: Models- Mixed Model	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define a mixed model b. Explain the characteristics of a mixed model c. Identify the advantages and disadvantages of a mixed model d. Provide examples of mixed models in real-world applications
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What is a pure model? What is a hybrid model? Can you think of any systems that combine elements of different models?2. Development (35 minutes)<ol style="list-style-type: none">a. Define a mixed model: Clearly explain a mixed model as a system that incorporates elements from different modeling approaches.b. Characteristics of a mixed model: Discuss the key features of mixed models, such as: Combining different modeling techniques (e.g., quantitative and qualitative) Addressing complex systems with multiple interacting factors Flexibility and adaptabilityc. Advantages of a mixed model: Highlight the benefits of using mixed models, including: Improved accuracy and reliability Enhanced understanding of complex systems Better decision-making supportd. Disadvantages of a mixed model: Discuss potential challenges of using mixed models, such as: Increased complexity and difficulty in implementation Higher computational costs Potential inconsistencies between different modelse. Examples of mixed models: Provide real-world examples of mixed models in different fields (e.g., economics, environmental science, social sciences).
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading



	<ul style="list-style-type: none">- Emotional Intelligence, Priya Kanwar, 1st Edition (2023), Page no- 8- https://egyankosh.ac.in/handle/123456789/68066 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What is the main difference between a mixed model and a pure model?- When would you choose to use a mixed model over a pure model?- What are the potential challenges of developing and implementing a mixed model? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 21	Course Name: Emotional Intelligence in Business Topic: Understanding Self-Awareness, The importance of self-awareness in personal and professional growth	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define self-awareness b. Identify the components of self-awareness c. Understand the importance of self-awareness in personal and professional growth
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How well do you know yourself? What are your strengths and weaknesses? How does understanding yourself help you in your life?2. Development (30 minutes)<ol style="list-style-type: none">a. Define self-awareness: Explain that self-awareness is the foundation for personal and professional growth.b. Components of self-awareness: Discuss the different aspects of self-awareness, such as: Emotional self-awareness: Recognizing and understanding one's emotions. Self-assessment: Evaluating one's strengths, weaknesses, values, and goals. Self-confidence: Believing in one's abilities and worth.c. Importance of self-awareness: Explain how self-awareness contributes to: Improved decision-making Enhanced relationships Increased self-esteem Effective leadership Better career opportunities3. Exercise (5 minutes) –<ul style="list-style-type: none">- Self-reflection activity: Ask students to spend a few minutes reflecting on their own self-awareness and sharing one thing they learned about themselves.
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading



	<ul style="list-style-type: none">- https://study.com/academy/lesson/self-awareness-for-professionals-importance-examples.html <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about self-awareness today?- How can you improve your self-awareness?- Why is self-awareness important for success? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 22	Course Name: Emotional Intelligence in Business Topic: Techniques for developing self-awareness	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define self-awareness b. Identify the importance of self-awareness c. Describe various techniques for developing self-awareness
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">Introduction (5 minutes)<ul style="list-style-type: none">Ask questions. How well do you know yourself? What does it mean to be self-aware? Why is it important to understand your emotions and thoughts?Development (30 minutes)<ol style="list-style-type: none">Define self-awareness: Explain that self-awareness is the ability to understand one's own emotions, thoughts, values, and motivations.Importance of self-awareness: Discuss the benefits of self-awareness, such as improved relationships, better decision-making, increased emotional intelligence, and enhanced self-confidence.Techniques for developing self-awareness: Introduce various techniques: Self-reflection: Journaling, meditation, mindfulness. Seeking feedback: Asking for input from others. Emotional intelligence development: Understanding and managing emotions.Exercise (5 minutes) –<ul style="list-style-type: none">Divide students into small groups and ask them to share one self-awareness technique they would like to try and why.
Closure	<ol style="list-style-type: none">Summarize the lesson learning outcomes and get affirmation from students on these.Suggested Reading<ul style="list-style-type: none">https://www.spiritualresearchfoundation.org/spiritual-practice/steps-of-spiritual-practice/personality-defect-removal-and-improvement/self-awareness/?gad_source=1&gclid=Cj0KCQjwjY64BhCaARIsAIfc7YbRF AfWZPsl7MJptef0oQCp2nGBkjUzMyGbHo0DhAvXIjOuarrIOYgaAkW BEALw_wcB



	<p>- Video Link-</p> <p>https://www.youtube.com/watch?v=aQ-fyBM1w8s</p> <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about self-awareness today?- Which self-awareness techniques resonate with you the most?- How can you incorporate self-awareness into your daily life? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 23	Course Name: Emotional Intelligence in Business Topic: The importance of managing emotions in the workplace	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Understand the impact of emotions on workplace performance b. Identify common emotional challenges in the workplace c. Apply effective strategies for managing emotions in a professional setting
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">Introduction (5 minutes)<ul style="list-style-type: none">Ask questions. How do your emotions affect your work performance? Can you share a time when your emotions impacted a work situation? Why is it important to manage emotions in a professional setting?Development (30 minutes)<ol style="list-style-type: none">Impact of emotions on workplace performance: Discuss how emotions can influence productivity, creativity, decision-making, and relationships.Common emotional challenges: Identify common emotional challenges in the workplace such as stress, conflict, and burnout.Strategies for managing emotions: Introduce effective strategies for managing emotions, including: Emotional awareness: Recognizing and understanding one's emotions. Self-regulation: Managing one's emotions and impulses. Building resilience: Developing the ability to bounce back from challenges. Effective communication: Expressing emotions assertively and respectfully. Seeking support: Utilizing resources like mentors, colleagues, or HR.Exercise (5 minutes) –<ul style="list-style-type: none">Divide students into small groups and ask them to brainstorm strategies for managing a specific emotional challenge in the workplace (e.g., dealing with a difficult coworker).
Closure	<ol style="list-style-type: none">Summarize the lesson learning outcomes and get affirmation from students on these.Suggested Reading<ul style="list-style-type: none">https://egyankosh.ac.in/handle/123456789/68068



	<ul style="list-style-type: none">- https://study.com/academy/lesson/emotions-in-the-workplace-purpose-functions.html#:~:text=Emotions%20can%20play%20a%20significant,stay%20or%20quit%20their%20job. <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about the importance of managing emotions in the workplace?- Which strategies for managing emotions do you find most helpful?- How can you apply these strategies to improve your own workplace performance? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 24	Course Name: Emotional Intelligence in Business Topic: Strategies for self-regulation	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define self-regulation Identify common challenges to self-regulation Learn and practice effective self-regulation strategies
Teaching Aids (if any)	<ol style="list-style-type: none"> Power Point Presentation
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. <p>How do you usually handle stress or frustration?</p> <p>What strategies do you use to control your impulses?</p> <p>How important is it to be able to regulate your emotions?</p> Development (30 minutes) <ol style="list-style-type: none"> Define self-regulation: Explain that self-regulation is the ability to manage one's emotions, thoughts, and behaviors effectively. Identify challenges: Discuss common challenges to self-regulation, such as: <ul style="list-style-type: none"> Impulsivity Difficulty focusing Emotional reactivity Introduce self-regulation strategies: Emotional regulation: Deep breathing, mindfulness, progressive muscle relaxation, journaling. Cognitive regulation: Positive self-talk, challenging negative thoughts. Behavioral regulation: Time management, setting goals, seeking support. Exercise (5 minutes) – <ul style="list-style-type: none"> Guided practice: Lead students through a short mindfulness or deep breathing exercise.
Closure	<ol style="list-style-type: none"> Summarize the lesson learning outcomes and get affirmation from students on these. Suggested Reading <ul style="list-style-type: none"> https://egyankosh.ac.in/handle/123456789/68065 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	Ask reflective questions:



	<ul style="list-style-type: none">- What did you learn about self-regulation today?- Which self-regulation strategy do you find most helpful?- How can you apply these strategies in your daily life? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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Lesson Plan No. 25	Course Name: Emotional Intelligence in Business Topic: Mindfulness	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define mindfulness and its benefits Identify basic mindfulness techniques Practice a short mindfulness exercise
Teaching Aids (if any)	<ol style="list-style-type: none"> Power Point Presentation
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. <p>How do you feel when you're stressed or overwhelmed?</p> <p>Do you ever find it difficult to focus?</p> <p>What does it mean to be present in the moment?</p> Development (30 minutes) <ol style="list-style-type: none"> Define mindfulness: Explain mindfulness as a mental state achieved by focusing one's awareness on the present moment, while calmly acknowledging and accepting one's feelings, thoughts, and bodily sensations. Benefits of mindfulness: Discuss the benefits of mindfulness, such as reduced stress, improved focus, increased self-awareness, and better emotional regulation. Mindfulness techniques: Introduce basic mindfulness techniques: <ul style="list-style-type: none"> Deep breathing Body scan Mindfulness meditation Grounding exercises Explain how to incorporate mindfulness into daily life: Provide practical tips for integrating mindfulness into daily routines. Exercise (5 minutes) – <ul style="list-style-type: none"> Lead students through a short mindfulness exercise, such as deep breathing or a body scan. Encourage them to focus on their breath and bodily sensations.
Closure	<ol style="list-style-type: none"> Summarize the lesson learning outcomes and get affirmation from students on these. Suggested Reading <ul style="list-style-type: none"> https://www.psychologytoday.com/us/basics/mindfulness <p>Spend 5 minutes to wrap up and consolidate the learning's</p>



Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about mindfulness today?- How did the mindfulness exercise make you feel?- Can you see yourself incorporating mindfulness into your daily life? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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Lesson Plan No. 26	Course Name: Emotional Intelligence in Business Topic: Stress Management Techniques	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define stress and identify common stressors b. Understand the effects of stress on physical and mental health c. Learn various stress management techniques
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How do you feel when you're stressed? What are some common stressors in your life? Have you tried any techniques to manage stress?2. Development (30 minutes)<ol style="list-style-type: none">a. Define stress: Explain stress as a physical and emotional response to demanding or threatening situations.b. Identify common stressors: Discuss common stressors such as academic pressure, relationships, and life events.c. Effects of stress: Explain the physical and mental health consequences of chronic stress.d. Stress management techniques: Introduce various stress management techniques: Relaxation techniques (deep breathing, meditation, progressive muscle relaxation) Time management Physical activity Social support Healthy lifestyle habits (nutrition, sleep)e. Provide examples and real-life scenarios: Share examples of how to apply these techniques in different situations.3. Exercise (5 minutes) –<ul style="list-style-type: none">- One Minute Paper
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://www.helpguide.org/mental-health/stress/stress-management <p>Spend 5 minutes to wrap up and consolidate the learning's</p>



Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about stress and stress management?- Which stress management techniques are you interested in trying?- How can you incorporate stress management into your daily life? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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Lesson Plan No. 27	Course Name: Emotional Intelligence in Business Topic: Applying EI in Professional Settings	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Identify key emotional intelligence (EI) competencies relevant to professional settings b. Understand the importance of EI in building relationships and achieving career success c. Apply EI skills to handle challenging professional situations
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How important are relationships in your professional life? How do you handle conflicts with colleagues? Can you share an example of when your emotions impacted your work performance?2. Development (30 minutes)<ol style="list-style-type: none">a. Identify key EI competencies: Discuss essential EI skills for professionals, such as: Self-awareness: Understanding one's emotions and their impact Self-regulation: Managing emotions effectively Motivation: Setting goals and persisting in achieving them Empathy: Understanding and sharing the feelings of others Social skills: Building and maintaining relationshipsb. Importance of EI in professional settings: Explain how EI contributes to: Improved communication and teamwork Effective leadership Conflict resolution Increased job satisfaction and performancec. Applying EI in practice: Provide examples of how to use EI in different professional situations, such as: Giving and receiving feedback Managing stress and burnout Building rapport with clients or customers Handling difficult conversations3. Exercise (5 minutes) –<ul style="list-style-type: none">- Think- Pair- Share
Closure	1. Summarize the lesson learning outcomes and get affirmation from students on these.



	<p>2. Suggested Reading</p> <ul style="list-style-type: none">- https://egyankosh.ac.in/handle/123456789/68068- https://www.verywellmind.com/utilizing-emotional-intelligence-in-the-workplace-4164713 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about the role of EI in professional life?- How can you improve your EI skills?- Can you identify specific ways to apply EI in your current or desired career? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 28	Course Name: Emotional Intelligence in Business Topic: The significance of empathy in building professional relationships	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define empathy and distinguish it from sympathy b. Understand the importance of empathy in professional relationships c. Identify practical ways to enhance empathy in the workplace
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">Introduction (5 minutes)<ul style="list-style-type: none">Ask questions. What does it mean to be empathetic? How do you feel when someone understands your perspective? Can empathy be beneficial in a professional setting?Development (30 minutes)<ol style="list-style-type: none">Define empathy and sympathy: Explain the difference between empathy (understanding and sharing someone's feelings) and sympathy (feeling sorry for someone).Importance of empathy in professional relationships: Discuss how empathy:<ul style="list-style-type: none">Improves communicationBuilds trust and rapportEnhances teamworkResolves conflictsIncreases job satisfactionPractical tips for enhancing empathy:<ul style="list-style-type: none">Active listeningPerspective-takingEmotional intelligenceNon-verbal communicationShowing genuine care and concern
Closure	<ol style="list-style-type: none">Summarize the lesson learning outcomes and get affirmation from students on these.Suggested Reading<ul style="list-style-type: none">https://fastercapital.com/topics/the-role-of-empathy-in-professional-relationships.html-https://rickmcnary.me/the-difference-between-apaty-sympathy-and-



	<p>empathy#:~:text=Empathy%20feels%20the%20pain%20of,an%20emotion%20into%20an%20accomplishment</p> <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about the significance of empathy in the workplace?- How can you apply empathy in your own professional life?- Can you think of a time when empathy helped you build a stronger relationship? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 29	Course Name: Emotional Intelligence in Business Topic: Role play Activity	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define empathy and distinguish it from sympathy b. Understand the importance of empathy in professional relationships c. Identify practical ways to enhance empathy in the workplace
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	1. Exercise - Role Play- Divide students into pairs and ask them to role-play a challenging work situation. One student should express their frustration, while the other should practice active listening and empathy.
Closure	1. Suggested Reading - https://fastercapital.com/topics/the-role-of-empathy-in-professional-relationships.html - https://rickmcnary.me/the-difference-between-apathy-sympathy-and-empathy#:~:text=Empathy%20feels%20the%20pain%20of,an%20emotion%20into%20an%20accomplishment Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	Ask reflective questions: - What did you learn about the significance of empathy in the workplace? - How can you apply empathy in your own professional life? - Can you think of a time when empathy helped you build a stronger relationship? Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 30	Course Name: Emotional Intelligence in Business Topic: Differentiating between Apathy, sympathy, empathy and compassion	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define apathy, sympathy, empathy, and compassion b. Differentiate between the four concepts c. Understand the importance of empathy and compassion in relationships
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. How do you feel when you see someone in trouble? What does it mean to be compassionate? Is there a difference between sympathy and empathy?2. Development (30 minutes)<ol style="list-style-type: none">a. Define the terms: Clearly define apathy, sympathy, empathy, and compassion. Apathy: Lack of interest or concern. Sympathy: Feeling sorry for someone without sharing their feelings. Empathy: Understanding and sharing the feelings of others. Compassion: Feeling concern and the desire to help others.b. Differentiate between the concepts: Use examples and scenarios to illustrate the differences between the four terms. Apathy: Ignoring someone in need. Sympathy: Feeling sorry for a friend who failed a test. Empathy: Understanding why a friend is upset about failing a test. Compassion: Offering support and help to a friend who failed a test.c. Importance of empathy and compassion: Discuss the positive impact of empathy and compassion on relationships, personal growth, and society.3. Exercise (5 minutes) –<ul style="list-style-type: none">- One Minute Paper
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading



	<ul style="list-style-type: none">- https://rickmcnary.me/the-difference-between-apathy-sympathy-and-empathy- Video Link- https://www.youtube.com/watch?v=Lt-5i4oB5B8 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about apathy, sympathy, empathy, and compassion?- How can you improve your empathy and compassion skills? Why are empathy and compassion important in building relationships? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 31	Course Name: Emotional Intelligence in Business Topic: Examples of Empathy in Leadership and Team Dynamics	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define empathy and its importance in leadership and teamwork b. Identify examples of empathetic leadership behaviors c. Understand the impact of empathy on team dynamics and performance
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What does empathy mean to you? Can you think of a time when someone's empathy made you feel understood or supported? How important is understanding others in a leadership role?2. Development (30 minutes)<ol style="list-style-type: none">a. Define empathy: Explain empathy as the ability to understand and share the feelings of others.b. Importance of empathy in leadership: Discuss how empathy helps leaders build trust, motivate teams, and create a positive work environment.c. Examples of empathetic leadership: Active listening Providing support and encouragement Recognizing and acknowledging emotions Offering perspective and guidance Building relationships based on trustd. Empathy in team dynamics: Explain how empathy fosters collaboration, conflict resolution, and a sense of belonging within teams.3. Exercise (5 minutes) –<ul style="list-style-type: none">- Group discussion: Divide students into small groups and ask them to discuss a time when they witnessed or experienced empathy in a leadership or team setting.
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://managementconsulted.com/empathy-in-leadership/



	<ul style="list-style-type: none">- https://jobya.com/learn/workplace/workplace_skills/the_role_of_empathy_in_enhancing_team_dynamics <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>Ask reflective questions:</p> <ul style="list-style-type: none">- What did you learn about the importance of empathy in leadership and teamwork?- How can you develop your own empathy skills?- Can you think of a situation where you could apply empathy in your own life? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 32	Course Name: Emotional Intelligence in Business Topic: Conflict resolution	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define conflict and identify different types of conflicts Explain the importance of effective conflict resolution Apply conflict resolution strategies in various situations
Teaching Aids (if any)	<ol style="list-style-type: none"> Power Point Presentation
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. <p>Can you describe a time when you experienced a conflict? How did you handle the situation? What do you think are the causes of conflicts?</p> Development (30 minutes) <ol style="list-style-type: none"> Define conflict: Explain conflict as a disagreement or clash between individuals or groups. Types of conflicts: Discuss different types of conflicts, such as: <ul style="list-style-type: none"> Intrapersonal conflicts Interpersonal conflicts Intergroup conflicts Importance of conflict resolution: Emphasize the benefits of effective conflict resolution, such as improved relationships, reduced stress, and increased productivity. Conflict resolution strategies: Introduce various conflict resolution strategies, including: <ul style="list-style-type: none"> Negotiation Mediation Arbitration Compromise Assertive communication
Closure	<ol style="list-style-type: none"> Summarize the lesson learning outcomes and get affirmation from students on these. Suggested Reading <ul style="list-style-type: none"> https://www.shapironegotiations.com/negotiations/how-conflict-resolution-and-negotiation-strategies-work-together/ https://onlinecourses.swayam2.ac.in/cec23_hs07/preview <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	Ask reflective questions: <ul style="list-style-type: none"> What did you learn about conflict resolution today?



	<ul style="list-style-type: none">- Which conflict resolution strategy do you think is most effective?- How can you apply these strategies in your daily life? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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Lesson Plan No. 33	Course Name: Emotional Intelligence in Business Topic: Role play on Conflict resolution	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define conflict and identify different types of conflicts b. Explain the importance of effective conflict resolution c. Apply conflict resolution strategies in various situations
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	1. Exercise - Role-playing: Divide students into pairs and ask them to role-play a conflict situation, using one of the conflict resolution strategies.
Closure	1. Summarize the lesson learning outcomes and get affirmation from students on these. 2. Suggested Reading - https://www.shapironegotiations.com/negotiations/how-conflict-resolution-and-negotiation-strategies-work-together/ - https://onlinecourses.swayam2.ac.in/cec23_hs07/preview Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	Ask reflective questions: - What did you learn about conflict resolution today? - Which conflict resolution strategy do you think is most effective? - How can you apply these strategies in your daily life? Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 34	Course Name: Emotional Intelligence in Business Topic: Negotiation	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define negotiation and identify its key elements Understand different negotiation styles and strategies
Teaching Aids (if any)	<ol style="list-style-type: none"> Power Point Presentation
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. Have you ever had to negotiate something? What was the outcome? What do you think are important qualities of a good negotiator? Development (35 minutes) <ol style="list-style-type: none"> Define negotiation: Explain that negotiation is a strategic process involving two or more parties to reach an agreement on an issue or issues where there are different preferences. Key elements of negotiation: Discuss the key elements of negotiation, including: <ul style="list-style-type: none"> Parties involved Issues to be resolved Interests and positions BATNA (Best Alternative To a Negotiated Agreement) Negotiation styles: Introduce different negotiation styles, such as: <ul style="list-style-type: none"> Competitive Collaborative Accommodating Avoiding Compromising Negotiation strategies: Explain common negotiation strategies, including: <ul style="list-style-type: none"> Active listening Building rapport Making concessions Finding common ground Using effective communication
Closure	<ol style="list-style-type: none"> Summarize the lesson learning outcomes and get affirmation from students on these. Suggested Reading <ul style="list-style-type: none"> https://www.shapironegotiations.com/negotiations/how-conflict-resolution-and-negotiation-strategies-work-together/



	Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	Ask reflective questions: <ul style="list-style-type: none">- What did you learn about negotiation?- Which negotiation style do you think you are most comfortable with?- How can you improve your negotiation skills? Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 35	Course Name: Emotional Intelligence in Business Topic: Negotiation	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Apply basic negotiation skills in simulated scenarios
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	1. Exercise- - Role Plays
Closure	1. Summarize the lesson learning outcomes and get affirmation from students on these. 2. Suggested Reading - https://www.shapironegotiations.com/negotiations/how-conflict-resolution-and-negotiation-strategies-work-together/ Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	Ask reflective questions: - What did you learn about negotiation? - Which negotiation style do you think you are most comfortable with? - How can you improve your negotiation skills? Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 36	Course Name: Emotional Intelligence in Business Topic: Assessing the Impact of EI on Business Performance	Course No.: UGMDC-303 (C)
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Objectives	At the end of the lesson the student shall be able to: a. Define emotional intelligence (EI) and its core components b. Explain the relationship between EI and business performance c. Identify key metrics for assessing the impact of EI on business outcomes
Teaching Aids (if any)	a. Power Point Presentation
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What do you understand by emotional intelligence? Do you think emotions play a role in business success?- How can we measure the impact of emotions on a company's performance?2. Development (30 minutes)<ol style="list-style-type: none">a. Define EI: Explain EI as the ability to understand, use, and manage emotions effectively.b. Core components of EI: Discuss the key components of EI, including self-awareness, self-regulation, motivation, empathy, and social skills.c. Relationship between EI and business performance:d. Explain how EI contributes to individual and team effectiveness.e. Discuss the impact of EI on leadership, customer satisfaction, and organizational culture.f. Provide examples of successful companies that prioritize EI.3. Exercise (5 minutes) –<ul style="list-style-type: none">- Group discussion: Divide students into groups and ask them to brainstorm potential challenges in measuring the impact of EI on business performance.
Closure	<ol style="list-style-type: none">1. Summarize the lesson learning outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://www.ijcrt.org/papers/IJCRT23A5047.pdf <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	Ask reflective questions: <ul style="list-style-type: none">- What is the significance of EI in the business world?



	<ul style="list-style-type: none">- How can organizations measure the return on investment (ROI) of EI initiatives?- What challenges might organizations face when trying to improve EI? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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