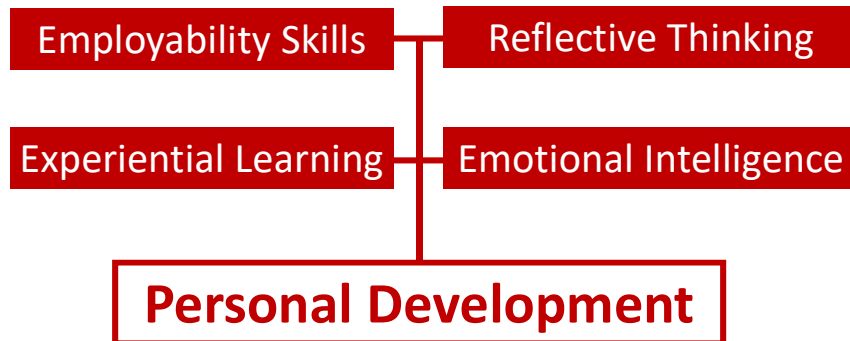


# Thinking Employability



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## Erm... Why Personal Development?





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At my age I should...



At my age I shouldn't...

## Adulthood



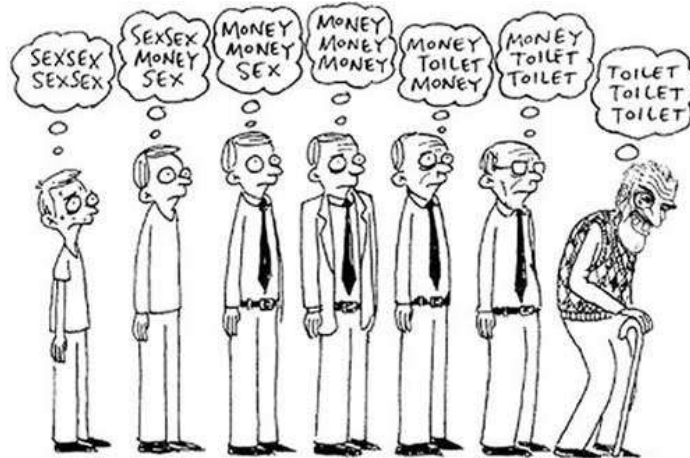
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## Stages of Biological Maturity



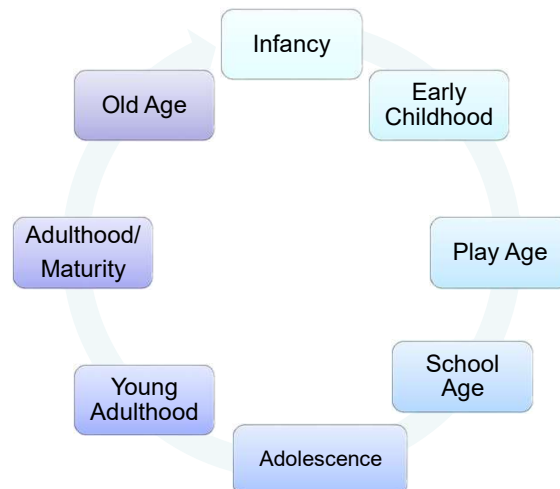
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## Stages of Psychological maturity



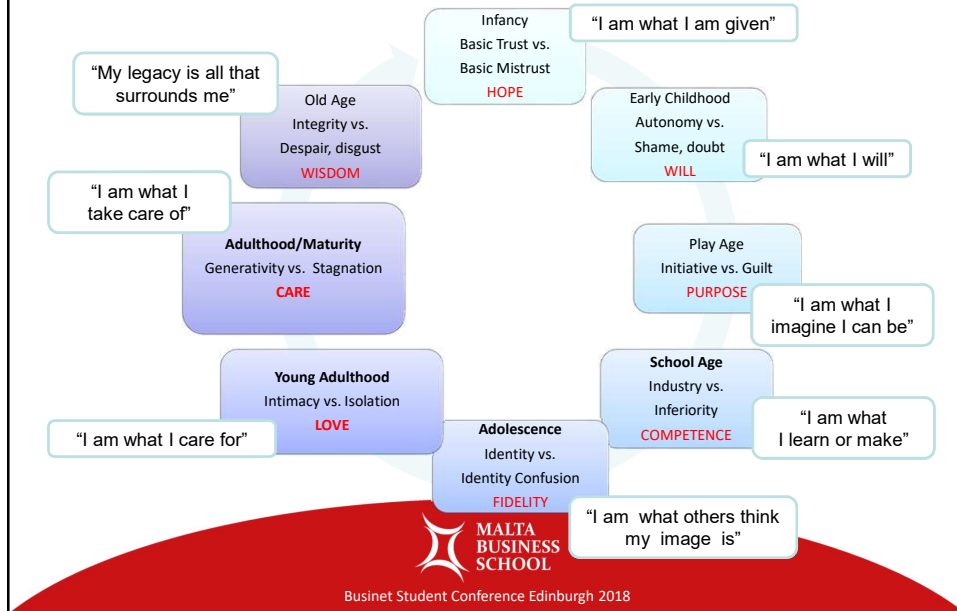
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## Stages of Psychosocial Development



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## Erikson's 8 stages: Crises and emergent virtues (values)



## Definition of Personal Development

"The identification and removal of those restraints that limit the likelihood of sustainable individual, organisational, social and environmental health and well-being."

(Dalton, 2018)



## Definition of Personal Development

**Become  
a  
better  
you**

(Me, 2018)



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## The Assumption

Humans have brains

The brain is a logical machine

Therefore humans are logical machines

**Good luck with that!**



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## The need to belong...

- The lift Experiment

<https://www.youtube.com/watch?v=BgRoiTWkBHU>

- Bonus: Need to conform

<https://www.youtube.com/watch?v=b9O9SokTTA8>



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**For many, self-esteem is founded on how well  
their work is received by others**



*A need for...  
approval, praise, popularity, appreciation, success, acceptance...?*



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## **Wake up and smell the...**

<b>Marketing</b>	Every purchasing decision is an emotional decision
<b>Economics</b>	Behavioural Economics
<b>Leadership</b>	<i>Hearts and Minds</i>
<b>Business</b>	Service Profit Chain




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# PERIODIC TABLE OF HUMAN EMOTIONS



<b>LO</b> LOVE																	<b>FE</b> FEAR	
<b>EM</b> EMPATHY																	<b>NE</b> NERVOUSNESS	<b>DR</b> DREAD
<b>SE</b> SERENITY	<b>TE</b> TENDERNESS	<b>JO</b> JOY	<b>HO</b> HOPE	<b>SU</b> SURPRISE	<b>IT</b> INTEREST	<b>BM</b> BAD MOOD	<b>RB</b> REBELLION	<b>SA</b> SADNESS	<b>BO</b> BOREDOM	<b>SH</b> SHY	<b>IN</b> INSECURITY	<b>SS</b> STRESS						
<b>CO</b> COMPASSION	<b>SY</b> SYMPATHY	<b>ST</b> SATISFACTION	<b>PL</b> PLEASURE	<b>EC</b> ECSTASY	<b>AN</b> ANGER	<b>RE</b> RESENTMENT	<b>HS</b> HOSTILITY	<b>LN</b> LONELINESS	<b>AB</b> ABANDONMENT	<b>CF</b> CONFUSION	<b>SP</b> SUSPICION	<b>SB</b> SUBMISSION						
<b>GR</b> GRATITUDE	<b>TS</b> TRUSTFULNESS	<b>EN</b> ENTHUSIASM	<b>EA</b> EASE	<b>OP</b> OPTIMISM	<b>HT</b> HATE	<b>FR</b> FRUSTRATION	<b>IC</b> INCOMPREHENSION	<b>DC</b> DISCOURAGEMENT	<b>NO</b> NOSTALGIA	<b>TR</b> TERROR	<b>SM</b> SHAME	<b>DI</b> DISGUST						
<b>AD</b> ADMIRATION	<b>PR</b> PRIDE	<b>EU</b> EUPHORIA	<b>DE</b> DESIRE	<b>HA</b> HAPPINESS	<b>RA</b> RAGE	<b>JE</b> JEALOUSY	<b>EV</b> ENVY	<b>AR</b> ARROGANCY	<b>BL</b> BLAME	<b>RS</b> RESIGNATION	<b>ME</b> MELANCHOLIA	<b>CT</b> CONTEMPT						
									<b>DS</b> DISAPPOINTMENT	<b>WE</b> WEARINESS	<b>PE</b> PESSIMISM							

**★ BASIC EMOTIONS**

★ LOVE

★ SURPRISE


★ SADNESS

★ JOY

★ ANGER

★ FEAR

★ DISGUST



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**IQ gets you  
hired**

**EQ gets you  
promoted**



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## **Go Figure**

Many times, people of average intelligence  
outperform people with a high IQ

**EQ 1 : 0 IQ**



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## But what if money didn't matter?

- Alan Watts

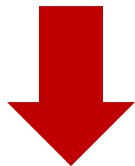
<https://www.youtube.com/watch?v=khOaAHK7efc&t=3s>



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## Go Figure

**IQ**



**Intelligence**

**EQ**

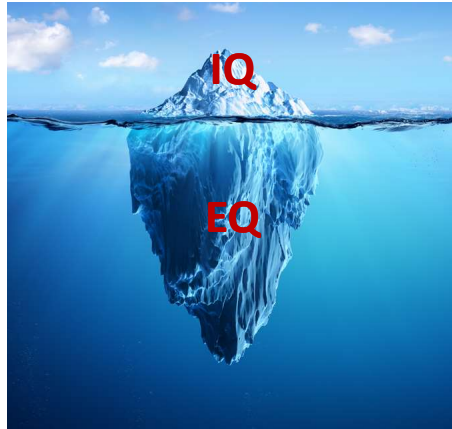


**Wisdom**



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## The reasons behind what we do



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## A first date question:

"How aware are you of your traumas and suppressed emotions and how are you actively working to heal them before you try to project that shit on me?"



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## What can you achieve?

- Matt Cutts – 30 day challenge

<https://www.youtube.com/watch?v=UNP03fDSj1U&t=3s>



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**Sometimes the thing that is holding you back...**



**...is all in your head.**



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## Bonus material

- Ben Zander

<https://www.youtube.com/watch?v=r9LCwI5iErE>

- Ric Elias

[https://www.youtube.com/watch?v=8\\_zk2DpgLCs](https://www.youtube.com/watch?v=8_zk2DpgLCs)



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## Thank You and Keep in Touch!

### Lorenzo Mule' Stagno Profiles



### Malta Business School Website & Pages

[www.mbs.edu.mt](http://www.mbs.edu.mt)

<https://www.facebook.com/MaltaBusinessSchool/>

<https://www.linkedin.com/company/malta-business-school/>



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