

PRESENTED BY **NC DOA**
Department of Administration
Purchase & Contract

The PEAK of Procurement: Leveraging Emotional Intelligence for Success

2025 ~~PEAK~~ BREAKOUT SESSION

ELEVATING NC PROCUREMENT TOGETHER



The PEAK of Procurement: Leveraging Emotional Intelligence for Success

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Table Discussion

What is emotional intelligence?

What is emotional intelligence NOT?



What is EI *NOT*?

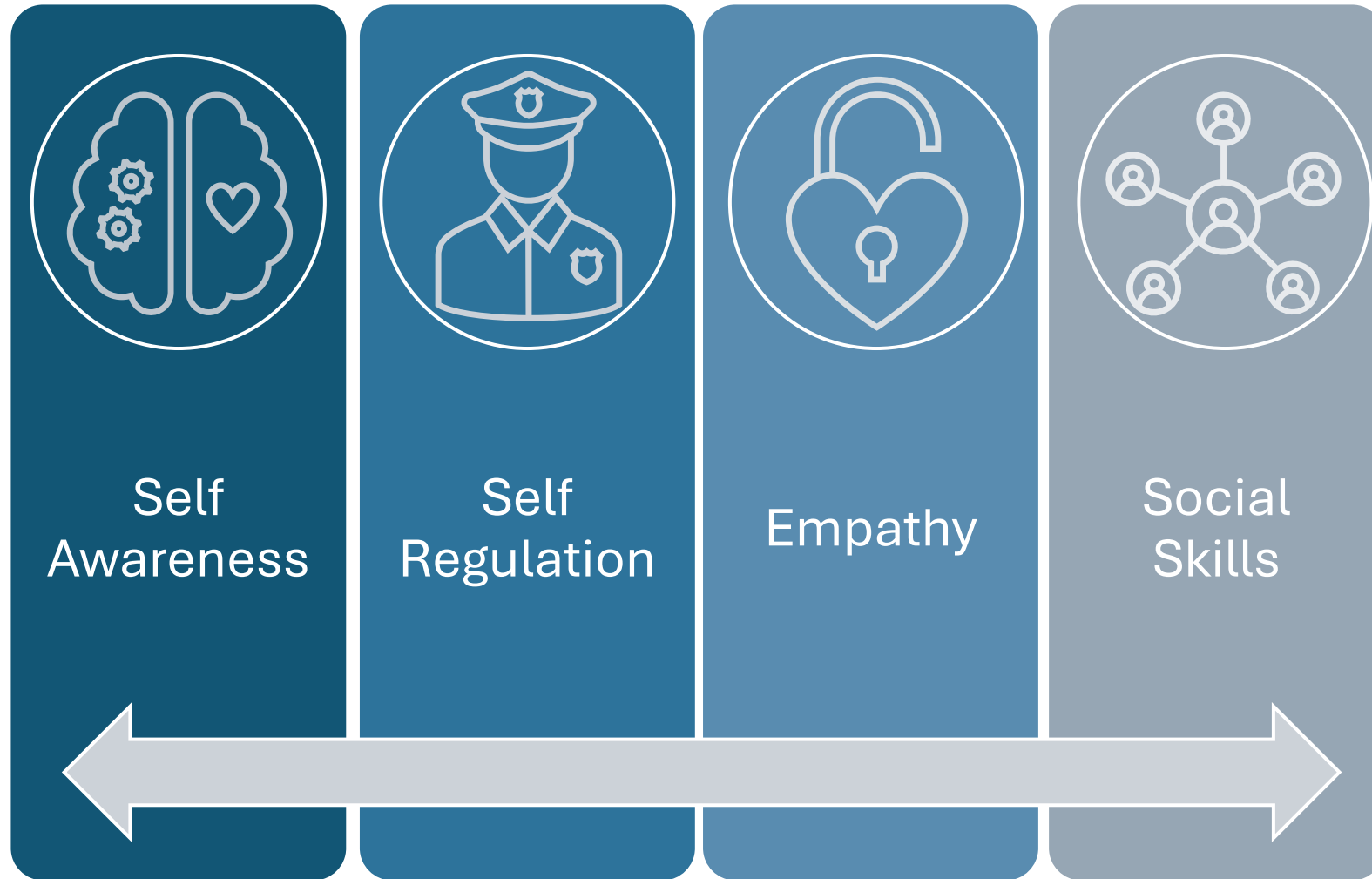
A Test

Ability to
control others

Character
traits



What is EI?



Recognizing EI

Low EQ

- Lacks confidence
- Apathetic
- Defensive
- Confrontational
- Victim Mentality
- Impulsive
- Negative
- Anxious
- Unfocused

High EQ

- Self-assured
- Non-judgmental
- Motivated
- Positive
- Aware of others
- Maintains sense of humor
- Seeks win-win



Why do we care?

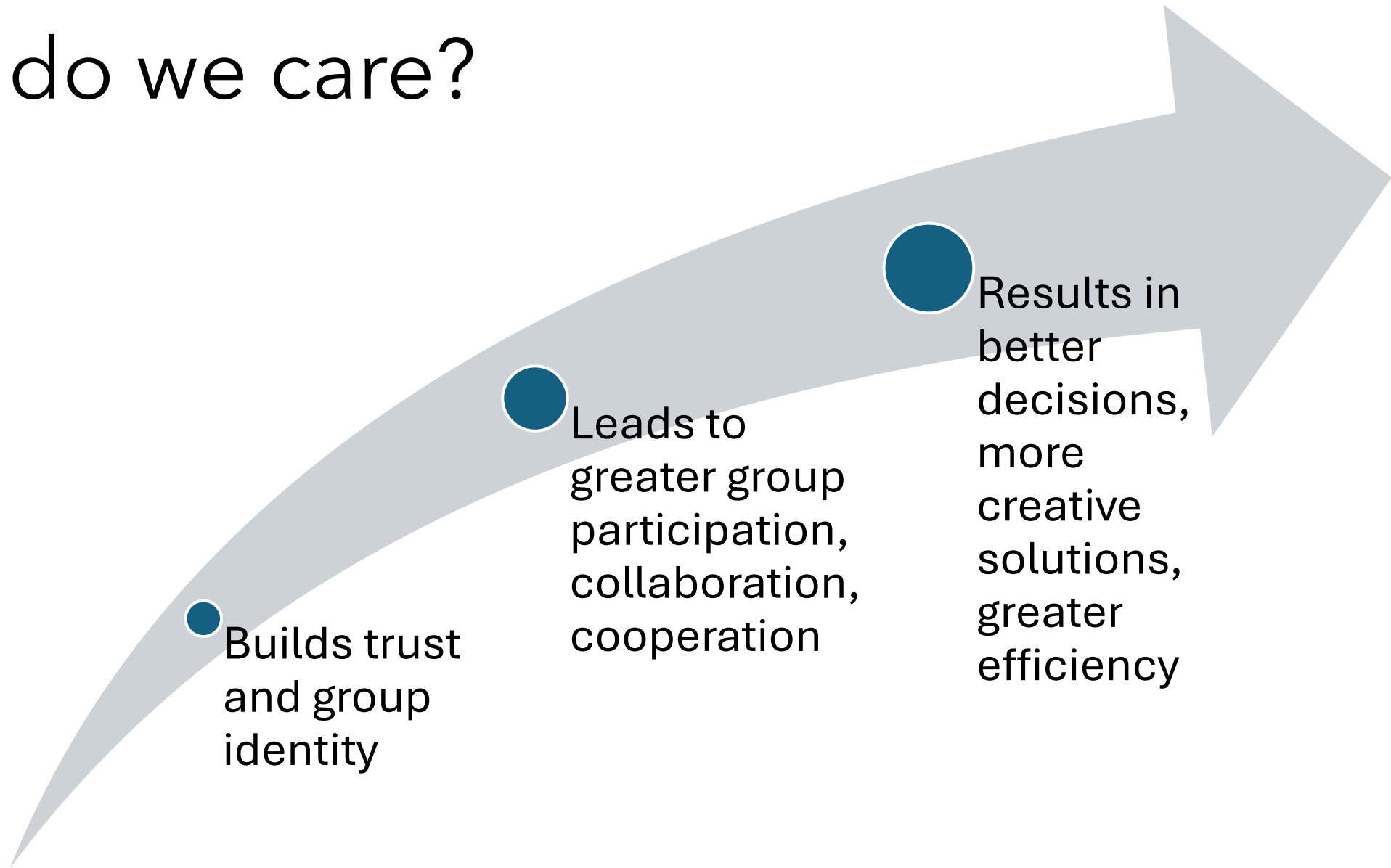




Table Discussion



Think about someone you consider an effective leader – one who excels at building relationships.

What attitudes, values, knowledge, and skills makes them effective?



Summary

Emotional Intelligence
is a set of skills that
help us understand
ourselves and interact
with others.

EI can be learned.

Using EI skills can lead
to greater collaboration
and efficiency.



Questions?

