

Skill: Emotional control

- Definition: Controlling, regulating one's own emotional, nonverbal displays; conveying or masking emotions on cue
- Examples: Regulating inappropriate emotions, masking, shifting expressions of strong emotions

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Skill: Social expressiveness

- Definition: Verbal expression, ability to engage others in social discourse
- Examples: Public speaking, persuasion, coaching

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Skill: Social sensitivity

- Definition: Interpreting verbal communication, ability to understand social situations, norms and roles
- Examples: Effective, active listening; regulating, monitoring social behaviour

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Skill: Social control

- Definition: Role-playing, social self presentation
- Examples: Tactful, impression management, social and leader self efficacy

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Emotional development

- Expressiveness – perceptions of charisma, effectiveness; positive emotional climate
- Sensitivity – high-quality relationships, assessment of negative moods
- Control – impression management, effective leadership under stress

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Social development

- Expressiveness – emergence and upward career progression
- Sensitivity – career progression and success
- Control – self efficacy and enacting leadership role

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