Author, Emotional Intelligence  ●  Psychologist

Daniel Goleman has transformed the way the world educates children, relates to family and friends, and conducts business. The Wall Street Journal ranked him one of the 10 most influential business thinkers.

His new book, Focus: The Hidden Driver of Excellence, argues that attention—a fundamental mental ability for success—has come under siege. Leadership that gets results demands a triple focus: on our inner world so we can manage ourselves; on others, for our relationships; and on the outer forces that shape our organizations and society itself. Dr. Goleman's "The Focused Leader" won the 2013 HBR McKinsey Award, given each year for the best article in Harvard Business Review.

Goleman's Emotional Intelligence was on The New York Times best sellers list for a year-and-a-half. Named one of the 25 "Most Influential Business Management Books" by TIME, it has been translated into 40 languages. HBR called emotional intelligence (EI) “a revolutionary, paradigm-shattering idea.” His follow-up, Working With Emotional Intelligence, outlined the vast importance of EI in any professional setting.

The groundbreaking Primal Leadership: Unleashing the Power of Emotional Intelligence, which Goleman co-wrote with Richard Boyatzis and Annie McKee, unveiled scientific evidence proving that a leader’s emotional competencies have an enormous impact on an organization’s bottom line. His more recent books include Social Intelligence: The New Science of Social Relationships, Ecological Intelligence, and What Makes a Leader, a collection of articles from HBR, LinkedIn, and other business journals.


Goleman’s work on the brain and behavioral science was nominated twice for the Pulitzer Prize and recognized with the Washburn Award and Lifetime Career Award from the American Psychological Association. A former science journalist for The New York Times, he was named to the 2011 and 2013 Thinkers50 and a top business guru by Accenture Institute for Strategic Change. His article “What Makes a Leader?” remains the most requested reprint in the history of Harvard Business Review.

Not only was Dan Goleman’s presentation energizing and thought-provoking, as evidenced by the audience reaction, he was also a consummate professional and a pleasure to work with.

American Management Association
Suggested Topics

What Makes a Leader?

Focus and Emotional Intelligence

Social Intelligence: The New Science of Human Relationships

Emotionally Intelligent Healthcare
Medical care means emotional as well as physical help, and every patient's experience of that care depends largely on the emotions he or she feels. This explains why both patient retention and malpractice suits correlate more strongly with the quality of the doctor-patient relationship than the objective care given. Yet emotional intelligence, being intelligent about handling emotions, both in oneself and in relationships, has been a missing ingredient in education for healthcare. Emotionally intelligent healthcare means upgrading the personal skills brought to bear in the health worker-patient relationship. Such skills among healthcare workers flourish most when leaders themselves are emotionally competent. There are both medical and business arguments for such care: it helps health workers operate at peak cognitive efficiency, and so make better decisions, and makes the human experience of care the kind patients appreciate.
Books and Other Works

A Force For Good: The Dalai Lama's Vision for Our World

Release Date: June 23, 2015

For more than half a century, in such books as The Art of Happiness and The Dalai Lama’s Little Book of Inner Peace, the Dalai Lama has guided us along the path to compassion and taught us how to improve our inner lives. In A Force for Good, with the help of his longtime friend Daniel Goleman, the New York Times bestselling author of Emotional Intelligence, the Dalai Lama explains how to turn our compassionate energy outward. This revelatory and inspiring work provides a singular vision for transforming the world in practical and positive ways. Much more than just the most prominent exponent of Tibetan Buddhism, the Fourteenth Dalai Lama is also a futurist who possesses a profound understanding of current events and a remarkable caniness for modern social issues. When he takes the stage worldwide, people listen. A Force for Good combines the central concepts of the Dalai Lama, empirical evidence that supports them, and true stories of people who are putting his ideas into action—showing how harnessing positive energies and directing them outward has lasting and meaningful effects. Goleman details the science of compassion and how this singular guiding motivation has the power to • break such destructive social forces as corruption, collusion, and bias • heal the planet by refocusing our concerns toward our impact on the systems that support all life • reverse the tendency toward systemic inequity through transparency and accountability • replace violence with dialogue • counter us-and-them thinking by recognizing human oneness • create new economic systems that work for everyone, not just the powerful and rich • design schooling that teaches empathy, self-mastery, and ethics

Millions of people have turned to the Dalai Lama for his unparalleled insight into living happier, more purposeful lives. Now, when the world needs his guidance more than ever, he shows how every compassion-driven human act—no matter how small—is integral for a more peaceful, harmonious world, building a force for a better future. Revelatory, motivating, and highly persuasive, A Force for Good is arguably the most important work from one of the world’s most influential spiritual and political figures.

(Source: Barnes & Noble)
Focus: The Hidden Driver of Excellence Published 2013
Focus sees psychologist and journalist Daniel Goleman delving into the science of attention, delivering a long-overdue look at this oft-ignored mental asset, which has massive implications for how we navigate life. Like a muscle, attention requires exercise to grow strong, but left to wither, attention spans can deteriorate. In an era of never-ending distractions, Goleman argues that now more than ever we must learn to sharpen our attention if we hope to contend and thrive in this complex world. Combining cutting-edge research with practical findings, Focus reveals what distinguishes experts from amateurs and stars from average performers. Goleman boils down his findings to three parts: inner, other, and outer focus. However, to reach the success we want, Goleman maintains that we need all three to work in conjunction and shows where our brains wander to if we only use part of our focus. The book asks readers to not only look inside themselves, but also to pay attention to the wider world, to the powerless and the poor, and to the future.

What Makes a Leader: Why Emotional Intelligence Matters Published 2014
What Makes a Leader: Why Emotional Intelligence Matters presents Daniel Goleman’s groundbreaking, highly-sought articles from the Harvard Business Review and other business journals compiled in one volume. Includes explanatory posts from LinkedIn and the HBR blog that elucidate the articles. This often-cited, proven-effective material has become essential reading for leaders, coaches and educators committed to fostering stellar management, increasing performance, and driving innovation. This collection reflects the evolution of Dr. Goleman’s thinking about emotional intelligence, tracking the latest neuroscientific research on the dynamics of relationships, and the latest data on the impact emotional intelligence has on an organization’s bottom-line.

Emotional Intelligence: Why It Can Matter More Than IQ Published 1996
In this fascinating book, based on brain and behavioral research, Daniel Goleman argues that our IQ-idolizing view of intelligence is far too narrow. Instead, Goleman makes the case for "emotional intelligence" being the strongest indicator of human success. He defines emotional intelligence in terms of self-awareness, altruism, personal motivation, empathy, and the ability to love and be loved by friends, partners, and family members. Because emotional intelligence isn't fixed at birth, Goleman outlines how adults as well as parents of young children can sow the seeds.
Biography

Daniel Goleman lectures internationally to business audiences, professional groups and on college campuses. A psychologist who for many years reported on the brain and behavioral sciences for The New York Times, Dr. Goleman previously was a visiting faculty member at Harvard.

Named one of the 25 "Most Influential Business Management Books" by TIME, Dr. Goleman's 1995 book, Emotional Intelligence (Bantam Books) was on The New York Times bestseller list for a year and a half, with more than 5 million copies in print worldwide. It has been a best seller throughout the world and was translated into over 30 languages in more than 50 countries. The Harvard Business Review called emotional intelligence (EI) "a revolutionary, paradigm-shattering idea - the kind of idea that does not just advance the conversation, but permanently alters it."

In October 2013, Goleman released Focus, a much-anticipated look at an the science of attention. Combining cutting-edge research with practical findings, Focus reveals what distinguishes experts from amateurs and stars from average performers. His latest book, A Force for Good: The Dalai Lama's Vision for Our World, will be released on June 15, 2015.

His 1998 book, Working With Emotional Intelligence (Bantam Books), argues that workplace competencies based on emotional intelligence play a far greater role in star performance than do intellect or technical skill, and that both individuals and companies will benefit from cultivating these capabilities. It became an immediate New York Times bestseller.


In March 2002 the release of Primal Leadership: Learning to Lead with Emotional Intelligence, unveiled new scientific evidence demonstrating that a leader’s emotional intelligence has an enormous impact on the performance of groups being led and on an organization’s bottom line. Primal Leadership, co-written with Richard Boyatzis and Annie McKee, was preceded by a related article by the three co-authors in the December 2001 issue of HBR entitled "Primal Leadership: The Hidden Driver of Great Performance."

In Destructive Emotions: How Can We Overcome Them?, Dr. Goleman presented dialogues between the Dalai Lama and experts in Eastern philosophy and Western science on the topics of emotions and the prospects of enabling people to defuse fear, anger, and other
destructive emotions before they trigger damaging behavior. His other New York Times bestsellers include, Social Intelligence: The New Science of Human Relationships and Ecological Intelligence: How Knowing the Hidden Impacts of What We Buy Can Change Everything. His work, Ecological Awareness: Dialogues on Ecological Intelligence, is a guide for consumers and businesses to be more effective in “being green,” and his new e-book, The Brain and Emotional Intelligence: New Insights, explains what we now know about the brain basis of emotional intelligence, in clear and simple terms.

Dr. Goleman co-founded the Collaborative for Academic, Social and Emotional Learning at the Yale University Child Studies Center (now at the University of Illinois, Chicago), with the mission to help schools introduce emotional literacy courses. One mark of the Collaborative’s impact is that thousands of schools around the world have begun to implement such programs.

Dr. Goleman is co-chairman of the Consortium for Research on Emotional Intelligence in Organizations, based in the School of Applied and Professional Psychology at Rutgers University, which seeks to identify best practices for developing emotional competence.

He has received many journalistic awards for his writing, including two nominations for the Pulitzer Prize for his articles in the Times, and a Career Achievement award for journalism from the American Psychological Association. In recognition of his efforts to communicate the behavioral sciences to the public, he was elected a Fellow of the American Association for the Advancement of Science.

In 2002 Dr. Goleman was ranked one of the top ten business intellectuals by the Accenture Institute for Strategic Change, and in 2008 The Wall Street Journal included him in its top 10 ranking of influential business thinkers.

Born in Stockton, California, Dr. Goleman attended Amherst College, where he was an Alfred P. Sloan Scholar and graduated magna cum laude. His graduate education was completed at Harvard, where he was a Ford Fellow, and he received his M.A. and Ph.D. in clinical psychology and personality development. Dr. Goleman now lives in the Berkshires of Massachusetts with his wife Tara Bennett-Goleman, a psychotherapist. He has two grown sons and three granddaughters.