

**Ernesto**  
**Tages** | INTELLIGENT  
MANAGEMENT  
OF EMOTIONS

# index

<b>1.</b> ERNESTO TAGES .....	03
<b>2.</b> VALUE PROPOSITION .....	06
<b>3.</b> EMOTIONAL EXCELLENCE METHODOLOGY .....	10
<b>4.</b> SERVICES .....	14
<b>5.</b> PHILOSOPHY .....	21





# Ernesto Tages

"Whatever your decision, make it consciously and joyfully."

**Ernesto Tages**

Trusted by many as an intellectual wealth manager, Ernesto Tages holds a degree in Business Administration and is the author of the Emotional Excellence methodology that he applies in consultancy and executive education models.

After several years in business, he successfully extended his activities to new areas of interest regarding the greatest riches of Human endeavor. For more than a decade Tages, has traveled the globe and invested in training and research within the fields of economics, philosophy, psychology and medicine among other areas of knowledge. The solid experience acquired grants him a multidisciplinary and multicultural understanding of the Human Being as well as a global and open mindset.

He was born in Argentina and lived in several countries before establishing himself in Europe. At present, he works from this location to the rest of the world, developing the intuition and visionary capability of prominent leaders from the private, public and social sectors.





## Ernesto Tages

In 3 words: HONESTY, ACUMEN, CARE.

## I Key success factors

It is this unique combination of seven distinctive attributes that make Ernesto Tages so valuable to his clients:

- 1. EXPERTISE:** A wide range of extensive knowledge and skills, including theory and practice, of the emotional mind with a multidisciplinary and multicultural approach. This allows him to instantly identify the strengths of those around him and gently cultivates them.
- 2. INTUITION:** The ability to detect what another person is truly saying and feeling, understanding what really is going on in his mind.
- 3. OPEN MINDEDNESS:** Great maturity, endless patience, acceptance of other points of view, and a deep knowledge of human nature.
- 4. EQUANIMITY:** Remaining calm and relaxed in all situations, making artful use of diplomacy or a quiet word to resolve conflicts.
- 5. CUSTOMISATION:** He fashions or alters his services according to personal specifications or needs, always with premium, personal and close support.
- 6. CONFIDENTIALITY:** Comfortably moves in privileged environments, with strict privacy or secrecy, where the private thoughts or issues of his clients, usually public figures, are never compromised.
- 7. LOYALTY:** With a straightforward character, he is a faithful, courageous and a warm-hearted all, fully devoting himself to the welfare of his client.

# Value Proposition:

Critical decision making in unstable, even chaotic, circumstances.

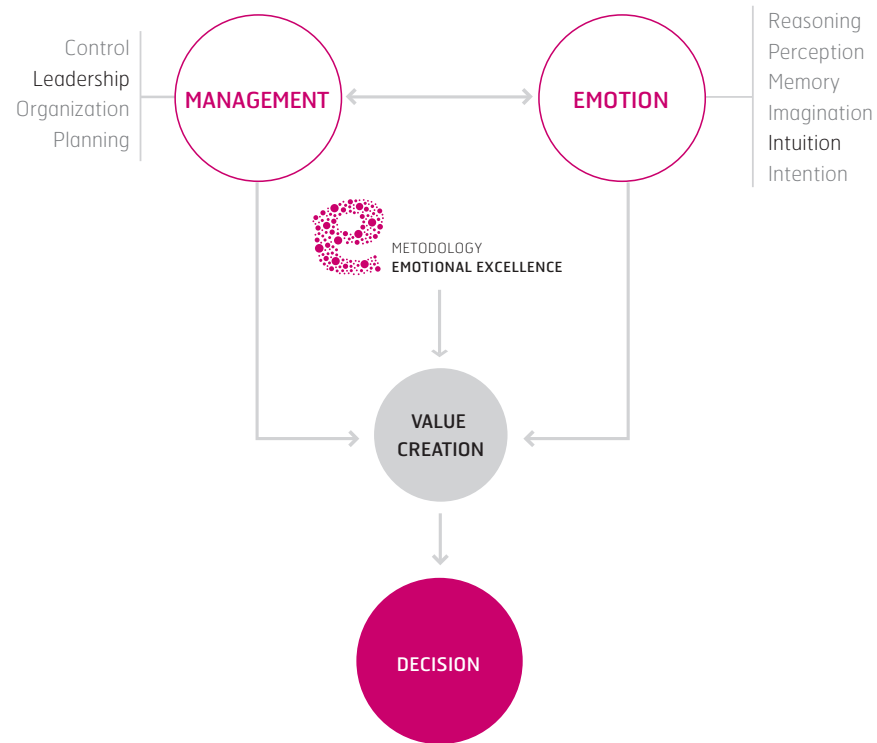
Ernesto Tages skillfully filters out the irrelevant aspects of any situation, identifying the core thread that needs to be pulled in order to unravel the problem at hand. His intervention organizes what was once in confusion, fashioning it into something that is, at once, beautifully intricate and stunningly simple in its function.

His capacity for analysis of complex situations, digesting difficult and intricate theories and principles and converting them into clear and actionable ideas and strategies is unmatched.

## Core competences:

1. Assessing any dilemma to find the underlying cause and developing a plan to solve the problem at its root.
2. Wise and swift decision-making and courageous action-taking.
3. Establishing an environment of harmony and trust.
4. Reforming the organization's or person's mindset.
5. Identifying obvious and obscure vulnerabilities.
6. Learning from crisis to effect change.

## I Critical decision making route



08

## I Value creation process

If you are a professional decision maker, you can't afford to ignore how to effectively and willingly direct the effect that emotions have on your mental activity. Despite your intent, emotions will invariably affect every decision you make. They are present in every mental activity. It follows that, the impact of emotions on the intellect is of paramount importance. Hence, you can either master emotion management or succumb to emotions' will.

When the direction of emotions is properly enhanced, your cognitive skills will be improved. As a consequence, your decision making processes can operate on the fast track of thought: intuition. Those insights or "gut feelings", a distinctive trait of geniuses in every field, can be developed and deployed with the right techniques and a qualified guide.

As a leader with the right skills, you can create trust and respect, align people and develop a can-do attitude. The role that emotional management plays in highly effective leadership is undeniable. Great leadership is, in fact, service leadership: attending to team members with empathy and helping them succeed. Emotion management deepens your empathy, the capacity to sense and understand the feelings of others, which is a core competence in any endeavor: personal and professional.

09

# methodology:

## At the forefront of mental direction.

"We are what we repeatedly do. Excellence, then, is not an action, but a habit."

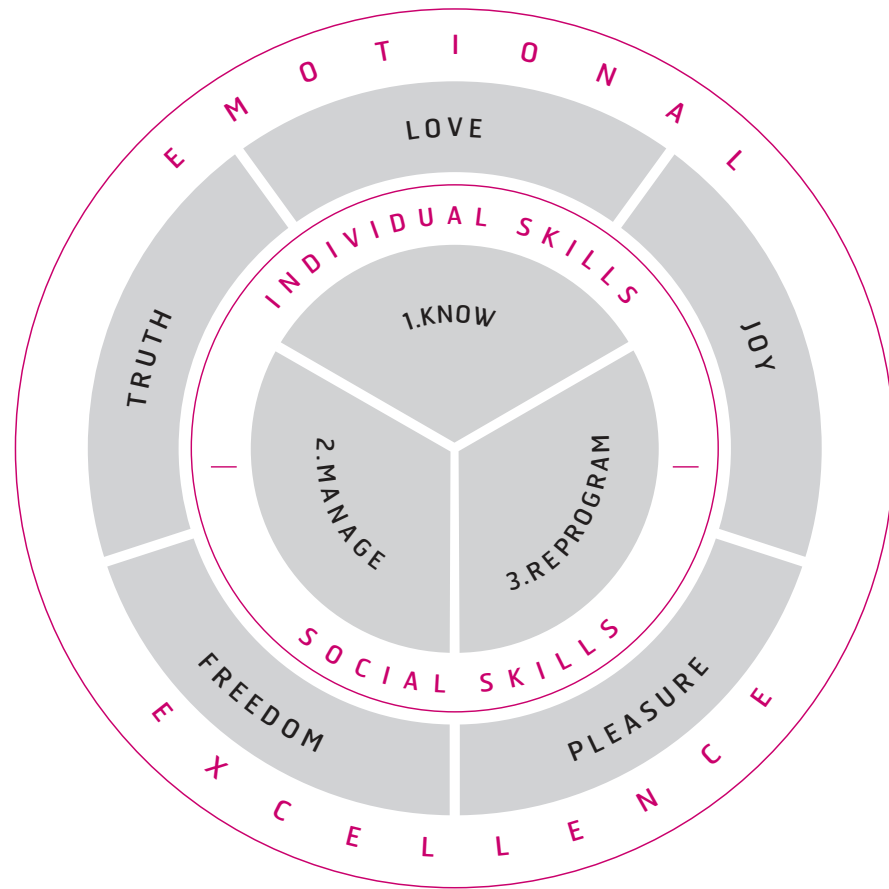
### Aristoteles

An artisan of emotions, Ernesto Tages develops customised training programs, with a strong experiential component, tailored for each leader, team or company, based on the Emotional Excellence methodology.

The Emotional Excellence Methodology, designed by Ernesto Tages, systematises the maximum efficiency functioning in emotional direction.

The rigor of the methodology is based on 4 areas of wisdom:

1. Management and economics (Drucker, Kahneman);
2. Eastern philosophies (Yoga, Tantra and Samkhya);
3. Psychology (Seligman, Csikszentmihalyi);
4. Neuroscience (Damásio, Le Doux).



## I The Emotional Excellence Methodology

The Emotional Excellence Methodology comprehends:

Three concomitant stages:

1. **KNOW:** Getting to know yourself, your history and personal capacities.
2. **MANAGE:** Relating to your surroundings, acquiring tools to metabolise change.
3. **REPROGRAM:** Giving targeted and programmed responses, acting consciously.

Two different sets of skills:

1. **INDIVIDUAL SKILLS:** All those that allow for the relationship with yourself.
2. **SOCIAL SKILLS:** All those that allow for the interaction with others.

Five principles:

1. **LOVE:** The love for people and what surrounds us should be harmonious, balanced and respectable, making us healthier.
2. **JOY:** The joy of living should be a natural state. One should nurture it every day.
3. **TRUTH:** To be truthful with yourself and others is the basis for maintaining happiness.
4. **FREEDOM:** The responsibility for our actions and decisions consciously brings us freedom both in thoughts and in deeds, words and omissions.
5. **PLEASURE:** Administered intelligently, it is the most powerful, efficient and pleasant evolutionary way to achieve happiness, as long as it is seen as a means and not an end.



# services:

## The path to excellence.

**Ernesto Tages develops intuitive and visionary leaders through the training of intelligent management of emotions.**

Our clients are influential, intelligent and humane leaders who are committed to creating Greater Good. They hold high responsibility roles in multinational companies, governmental and non-governmental organisations. Their input establishes trends in the economic, political and social fields.

The services offered are carefully designed and conceived for the decision maker, the experienced and successful leader, who appreciates a proven methodology based upon a long-term relationship. A strategic approach and a rigorous selection process for clients, ensures both parties a wise use of one's precious time.

The close and personalised support that Ernesto Tages provides every leader follows a cautious and well-defined system. However, interventions are tuned and adapted to the needs and circumstances of each particular case. Thus, unnecessary risks are avoided and the benefits obtained are optimised over time.

## I Our services



FROM EMOTIONS



TO EXCELLENCE

### Excellence:

Delivered to you by three major channels:



## I Consultancy

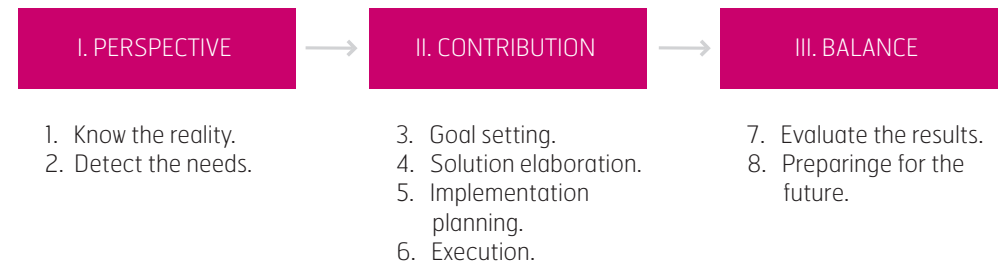
Ernesto Tages provides fast, accurate and highly sensitive advice about what to do or how to act in difficult situations that affect critical areas of business or private life.

At the leader's side, especially at a moment of crisis, Tages, as a ghost advisor, discreetly offers a clear perspective about critical decision making and the key role of leadership in any given occasion.

The most required services in consultancy, among others, are:

1. Assistance in wise and swift decision-making and courageous action-taking.
2. Establishing an environment of harmony and trust.
3. Reforming the organization's or person's mindset.
4. Identifying obvious and obscure vulnerabilities.
5. Learning from crisis to effect change.

Each consulting intervention, regardless of its duration, follows a safe and proven system of 8 carefully established steps in 3 successive stages:



## I Education

Ernesto Tages helps his handpicked clients to gain the required knowledge and practical training to achieve their maximum intellectual efficiency. The focus is on the most refined use of cognitive, emotional and social capabilities: **intuition**, **vision** and **influence**.

Developed in accordance with a prior, costumed diagnosis, the One-on-One Experience programs for leaders are tailored to the individual's goals, pace, timeframe and particular needs. Programs for small distinct groups within organizations are very limited in availability.

Featured programs:

- 1. EMOTIONAL MASTERY:** The indispensable emotional competencies which, as a leader, you should be proficient in to excel in both personal and professional endeavors.
- 2. DEEP IMPACT LEADERSHIP:** Create trust and respect, align people and develop a can-do attitude to get the desired results. Transform individuals and organizations leading the way to excellence.
- 3. THINK FAST AND BEYOND THE OBVIOUS:** Develop intuition, acumen and decision making in real time with available data. Deploy your visionary capability to foresee past the apparent.
- 4. INFLUENCE AND POWER:** Learn to use the elements of power to your favor and for the Greater Good. Learn how to establish and utilize influence while setting up and navigating its networks in order to accomplish specific purposes.
- 5. REWARDING LIFE LEGACY:** Gracefully blend your personal and professional activities into an extraordinary and fulfilling life. Enjoy the fruition of your lifetime's effort while leaving behind a secure future for those you care most.

## I Events

The events are remarkable experiences in which theory and practice complement each other intelligently. Discover unique places, meet extraordinary people, and overcome challenges.

- I LECTURES:** Educational, exciting and pragmatic, Ernesto Tages conferences captivate by the simplicity, clarity and fun way used to introduce relevant themes within the context of emotion. While maintaining the rigor and depth that characterize his approach, Ernesto Tages adapts his intervention to the individual needs of your organisation.
- I RETREATS:** Laboratories of emotions, the retreats are focused and short experiments that provide a controlled environment and circumstances, in which theory becomes practical experience. The retreats bring together a community of leaders committed to improving their emotional skills to promote the contagious good in their organisations and in their personal lives.
- I EXPERIENTIAL TRAVELS:** They are the ultimate challenge of the intelligent management of emotions. The Experiential Travels entail praxis in real life situations, delving into experiences in unique locations with unusual people and in several continents. The Experiential Travels are a multicultural invitation to plunge into intense sensations and emotions, always controlled by emotion management skills previously acquired.

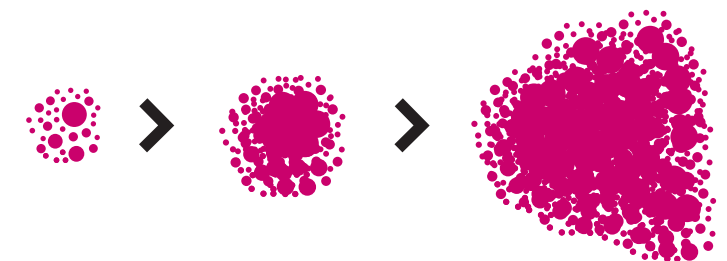
# Philosophy:

## Sharing a vision.

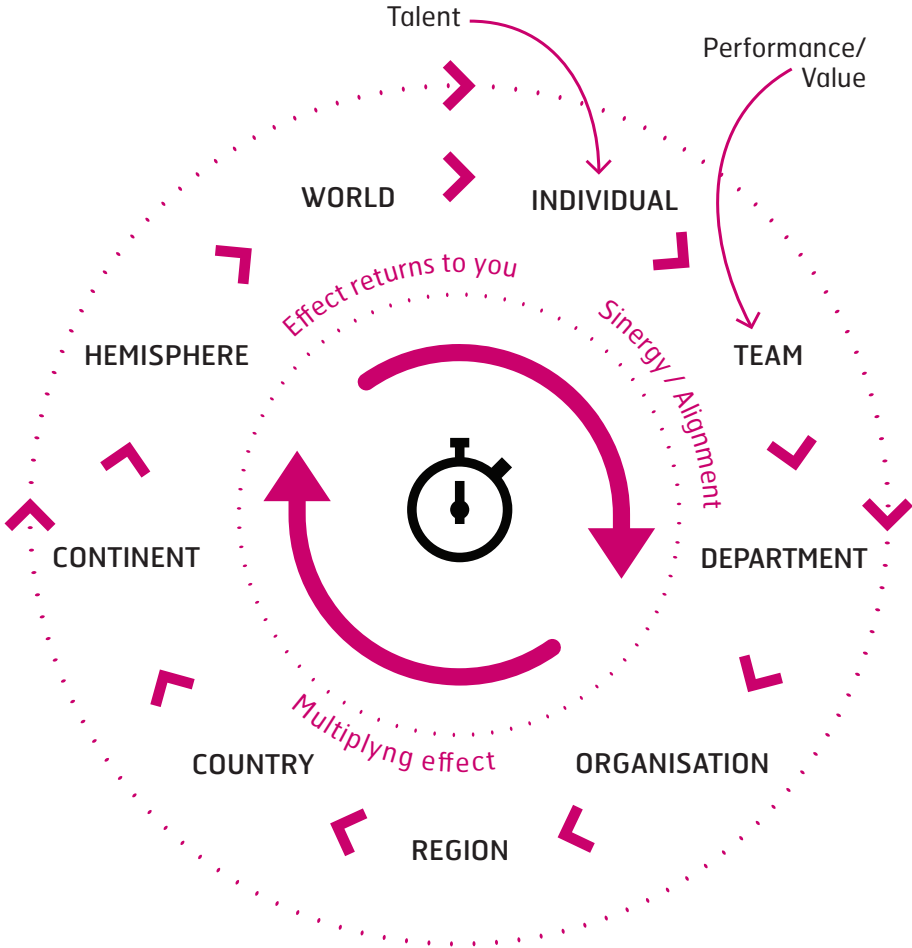
Ernesto Tages | Intelligent Management of Emotions works as a hybrid non profit organization. The revenues obtained are intended exclusively for a particular cause: 100% of the net proceeds are invested in Sustainability projects in Emotional Excellence.


We understand sustainability as the ongoing effort to improve the performance of organizations and/or citizens' quality of life, while contributing to the good of the community and the environment to which it pertains.

Ernesto Tages, a pioneer when it comes to the dedication to such issues within his field, works with leaders and organizations to support sustainability projects or initiatives and so achieve results for the community by applying the Emotional Excellence methodology. And it is in the community itself that the Sustainability Policy will be integrated, giving those in need the necessary knowledge to help, teach, inspire and cause a positive change that will result in a better future for all.



# Contagion Effect.



 Our vision is to extend this positive contagion to the rest of the world, together with you.



**HEAD OFFICE:**

Casa das Violetas, Lugar de Cedofeitas | 4990-697 Ponte de Lima. Portugal.

T +351 936 857 322

E [info@ernestotages.com](mailto:info@ernestotages.com)

[www.ernestotages.com](http://www.ernestotages.com)