

Emotional Intelligence

Speaker Script · "Manage Yourself. Read the Room."

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SLIDES 13

THE HAMPTON UNIVERSITY MARCHING FORCE · PRE-DRILL CAMP 2026

Presenter notes for every slide, in order. Bracketed cues are stage directions; quoted lines are suggested wording — say them in your own voice.

01 Emotional Intelligence

SLIDE 1 — TITLE: Emotional Intelligence

SAY: "Your musicianship got you the position. This is the part that makes people actually want to follow you."

CUE: Connect it back — "Know Yourself First told you who you are. This is how you run that person when the pressure is on."

02 Icebreaker

SLIDE 2 — ICEBREAKER: The Pursuit of Happyness, "Basketball and Dreams" (2:16)

SET UP: "Watch him manage two sets of emotions at once — his son's, and his own."

Play it clean.

AFTER: "He catches himself. He'd already said the wrong thing, and he came back and fixed it." Ask: "How many of you have said the right thing the wrong way, and had to go back?"

03 The Premise

SLIDE 3 — THE PREMISE (statement slide)

Read it as written.

The line to lean on: "Talent fills a chair. Composure, awareness, and empathy fill a leader."

Takeaway: "Composure is a skill." Say it twice — it reframes EI from personality to something trainable.

04 Why It Runs the Room

SLIDE 4 — WHY IT RUNS THE ROOM

SAY: "Your section catches your mood before they catch your instructions."

Walk the bullets. Land: "They remember how you made them feel, not the words you used."

CALLOUT ties the two sessions together — read it out loud, don't skip it.

05 The Five Parts of EI

SLIDE 5 — THE FIVE PARTS OF EI

Goleman's five. Name them, don't explain them yet — the next five slides do that.

CUE: "Five parts. We're going one at a time, and each one has something you can practice tomorrow."

06 1 • Self-Awareness

SLIDE 6 — 1 • SELF-AWARENESS

"You cannot manage what you cannot name."

Make the triggers concrete: the rep that won't clean, the member who tests you, the moment everyone's exhausted.

THE ASK: "Go to a peer this week and ask how you come across when you're heated. Then believe them." That last part is the hard part — say it.

07 2 • Self-Regulation

SLIDE 7 — 2 • SELF-REGULATION

Teach the amygdala hijack simply: "Strong emotion fires before thought. A few seconds of pause lets your judgment catch up."

THE RULE, say it flat: "Never coach, correct, or text angry."

Give them the out: "Take the rep back when you're level. Nobody loses respect for a leader who says 'give me a second.'"

08 3 • Motivation

SLIDE 8 — 3 • MOTIVATION

SAY: "Camp is long and it is hot. Your energy is the section's thermostat deep in the grind, not just at the start."

KEY LINE: "Optimism is a discipline, not a personality. Choose it where they can see you."

Model resilience out loud: lose a rep, reset, go again — no sulking, no blaming.

09 4 • Empathy

SLIDE 9 — 4 • EMPATHY

Slow down here. This is the one they'll need most during camp.

"Watch for the change — the quiet member who goes quieter, the tears behind the sunglasses, the sudden attitude."

GIVE THEM THE TOOL: "'You good?' is leadership. Ask before you assume."

GUARDRAIL: "Empathy is not lowering the standard. It's understanding what a person needs to reach it." Say that clearly — some of them will hear empathy as softness.

10 5 • Social Skill

SLIDE 10 — 5 • SOCIAL SKILL

"Influence beats authority. People follow respect a lot further than they follow rank."

De-escalation: lower your voice, name the tension, solve the problem instead of the ego.

Hard message: direct, private, never in front of an audience.

LAND IT: "Repair fast. A leader who apologizes well keeps the section's trust for years."

11 React or Respond

SLIDE 11 — REACT OR RESPOND

This slide is a contrast — walk the reacting column first, then the responding column.

CUE: Read the reacting bullets in the tone of a leader losing it, then reset your voice for the responding ones. The tonal shift teaches more than the words.

ASK: "Which column were you in the last time a rep went bad?" Let it be quiet. Nobody has to answer out loud.

12 Make No Mistake

SLIDE 12 — MAKE NO MISTAKE (statement slide)

The guardrail slide. Deliver it firmly.

"Emotional intelligence is not softness. It is control. It doesn't lower the bar — it's how you hold the bar without losing yourself or your people."

Takeaway: "EI is strength, not softness."

13 Master Yourself. Move the Room.

SLIDE 13 — CLOSE: Master Yourself. Move the Room.

"Manage your own emotions before you manage anyone else's. The section will rise to the temperature you set."

End on the sign-off. Don't add to it.