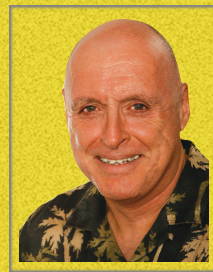


THE EXTRA POINT

BY JERRY ROBERTS



18 Why EQ is More Important Than IQ

If you've never heard the term "EQ" it relates to emotional intelligence. I'm Jerry Roberts and that's on the menu, right now on The Extra Point.

Emotional Intelligence, or emotion quotient (EQ), is like IQ, but it's pretty much ignored by a culture that is almost entirely focused on valuing logic above emotion.

First, emotional intelligence is defined as the capacity to be aware of, control, and express one's emotions, and to handle interpersonal relationships properly and with empathy.

Here's an example. You have a big argument at work with one of your team members. You are emotionally intelligent and the other person isn't.

Both of you go home. The person you argued with, not emotionally intelligent, hears his kids playing very loudly and he starts shouting at them. He was still upset about the argument and acting on his emotions without thinking about them in an emotionally intelligent way. His kids paid the price for that.

When you get home and find your kids playing in a noisy manner you feel irritated but then tell yourself, "I'm not going to yell at the kids, they aren't to blame for how I feel, they're always loud when they play. I'm upset because of my argument with so-and-so."

What's the difference between you and the other guy? You recognized your emotions, thought about them, then acted in an emotionally intelligent way.

In some states and internationally, school systems have adopted EQ programs in character education, violence prevention, antibullying, drug prevention and school discipline.

The goal is not just to reduce these problems but also to enhance academic performance.

But grades aside let's focus on this...what if we can teach kids to control their emotions so they make better life choices, especially at critical moments? So many kids don't have these skills and are unable to see their self-worth or manage disturbing emotions and impulses.

So, the question, do kids who can't control their emotions grow up to be members of the workforce who can't control their emotions? Yes, they do.

Visual Capitalist reports that 90% of top performers have high EQs and that EQ is a crucial factor across all industries and sectors. Further, people with that higher EQ make more money, often a lot more than those with lower scores.

And if you're tempted to still think this is touchy-feely stuff and not worth thinking much about, the same research points out that 58% of a leader's job performance is related to emotional intelligence.

That's The Extra Point. Get out there and make something good happen today. For 93.3, I'm Jerry Roberts.

###

For information on training and consulting services from Jerry Roberts, please click this link: guamtraining.com

