

This Free E-Book is brought to you by Natural-Aging.com.

100% Effective Natural Hormone Treatment
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!

EQ vs. IQ

By Susan Dunn

EQ vs. IQ by Susan Dunn, MA, The EQ Coach

DEFINITIONS

EQ – is a measure of your emotional intelligence, or your ability to use both your emotions and cognitive skills in your life. Emotional intelligence competencies include but are not limited to empathy, intuition, creativity, flexibility, resilience, coping, stress management, leadership, integrity, authenticity, intrapersonal skills and interpersonal skills.

IQ – a number used to express the apparent relative intelligence of a person that is the ratio multiplied by 100 of the mental age as reported on a standardized test to the chronological age. IQ is the measure of cognitive abilities, such as the ability to learn or understand or to deal with new situations; the skilled use of reason; the ability to apply knowledge to manipulate one's environment or to think abstractly as measured by objective criteria (as tests); mental acuteness; logic and analytical skills.

COMPARISONS

EQ gets you through life vs. IQ gets you through school

Appealing to reason and emotions to convince someone vs. Trying to convince someone by facts alone

Using your emotions as well as your cognitive abilities to function more effectively vs. Relying solely on your cognitive skills

EXAMPLE

Li Ying had a high IQ. She could reason, was analytical and logical, and had a steel-trap focus on tasks. She learned new things quickly. However, she ignored how he was feeling and how others were feeling. If things didn't do the way she expected them to, she would lose her temper and lash out at others. She was unable to relate to people who weren't as smart as he was and lacked empathy. This

EQ vs. IQ

limited her ability to be effective in team situations even though her IQ was very high.

Jose had a high EQ. He got along well with people, and managed his own emotions well. This made him highly effective in his work, even though there were others in the firm with higher IQs. Jose was able to consider the emotional component of interactions, using both his cognitive abilities and his understanding of emotions. He was able to influence and motivate people because he understood what mattered to them and was an excellent communicator. His authenticity and integrity made him a natural leader. He was flexible and creative when faced with a challenge, and resilient in the face of temporary defeats. He was well-liked and well-respected.

KEY POINT

Your EQ has more to do with your success and happiness in life than your IQ and it can be learned.

RELATED DISTINCTIONS

Knowing how and why vs. Knowing what

Knowing how to motivate each person vs. Treating everything as if they operated the same way which they don't

Managing emotions and using them for good results vs. Being at the mercy of emotions because you don't understand them or know how to work with them.

BENEFITS

When you recognize the difference between EQ and IQ, you can work to develop your EQ. It can be learned but has often been neglected in our education both at home and at school.

©Susan Dunn, MA, The EQ Coach, <http://www.susandunn.cc> . Coaching, distance learning, and ebooks around emotional intelligence for your continued personal and professional development. I train and certify EQ coaches. Get in this field, dubbed "white hot" by the press, now, before it's crowded, and offer your clients something of exceptional value. Start tomorrow, no residence requirement. [Mailto:sdunn@susandunn.cc](mailto:sdunn@susandunn.cc) for free ezine.

By



This Free E-Book has been brought to you by Natural-Aging.com.

[100% Effective Natural Hormone Treatment](#)
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!