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

Emotional Intelligence vs. Cognitive Intelligence

By Susan Dunn

Emotional Intelligence vs. Cognitive Intelligence by Susan Dunn, MA, The EQ Coach

DEFINITIONS

Emotional Intelligence − Understanding your own emotions and those of others, and being able to use this information to bring about the best outcome for all concerned. Knowing where emotions come from and being able to manage your own and those of others. Knowing what emotions mean and what information they are providing. Being able to work well with others as well as alone. Being able to combine cognitive knowledge with emotional knowledge and use them in tandem.

Cognitive Intelligence − Intellectual abilities such as logic, reason, reading, writing, analyzing and prioritizing. These go on in your own head and utilize only the neocortex, not the emotional centers of the brain which also provide crucial information. These abilities do not require any social skills per se, i.e., you can solve a math equation by yourself, or write an essay, or balance a business' books by yourself.

COMPARISONS

Being effective both alone and as a team player vs. Only effective when working alone

Being able to manage your own emotions vs. Having temper tantrums, sulking or withdrawing

Being able to empathize with others and knowing where they're coming from vs. Not being able to grasp the feelings of others and understand how the emotions are affecting the situation

Using an emotional appeal to convince someone of something v. Using an intellectual appeal to convince someone of something

Knowing that motivation is a feeling word v. Thinking that motivation is a thinking word

EXAMPLE

Bill was brilliant in his field and the best IT person in the office as to technical skills, but his people skills were very low. He was abrasive, arrogant, short−tempered, and a perfectionist. Other people didn't like to work with him, and he was unable to explain things in terms other people could understand.

Mary, who was also in the IT department, had good technical skills and a good education, though it was less than Bill's. However, her emotional intelligence more than made up for this. She was able to handle herself and other people well and to explain things calmly and clearly. People loved to work with her and requested her by name. She received promotion after promotion because of her technical expertise and her high emotional intelligence.

KEY POINT

Many people with very high IQs (cognitive intelligence) do poorly in work and relationships because they have low EQs (emotional intelligence). They sabotage themselves because they can't manage their own emotions or those of other people, and they sabotage projects because they may have all the logical, rational and analytical "answers," but they don't have the "soft" skills to move a project forward.

BENEFITS

Emotional intelligence accounts for more success and happiness in life than intellectual intelligence.

RELATED DESTINCTIONS

·Soft skills vs. Hard skills
·Knowing people v. Knowing facts
·Thinking and feeling v. Thinking only

Learn to develop your emotional intelligence as well as your skills and technical expertise and you'll do better in your career. Developing your emotional intelligence is also crucial for personal and family relationships. Hire a certified emotional intelligence coach and get started today. Your career and relationships could depend upon it.

©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 for free ezine and more information.

Is It Possible to Have Too Much Emotional Intelligence?

By Susan Dunn

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Someone emailed me recently, "Do you think it's possible to have too much emotional intelligence going on? To the point that perhaps logic takes a backseat?"

Good question. The fact is, we need both IQ and EQ. You can't have "too much" emotional intelligence, but that doesn't mean at the expense of logic.

It's time to use logic, for instance, when figuring out a budget, or making a timeline for a project. Then there's a time to use emotional intelligence − using leadership skills, for instance, to get those people to make that timeline and project happen.

Emotional intelligence means using all your faculties, including logic and reason, to bring about results that are favorable. It means having the flexibility and creativity to see alternatives.

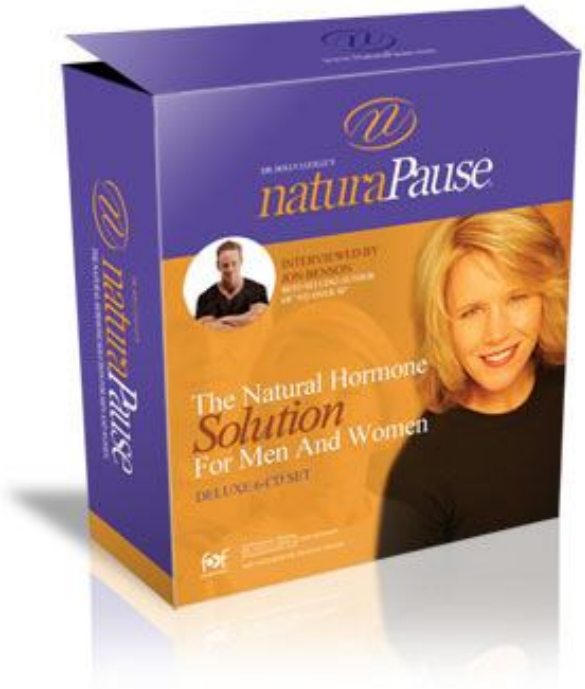
Say you're presented with a highly−charged emotional situation, for instance. You're furious with your partner and would like to hit him. Your EQ would tell you to manage that emotion, to stop and think. Your "thinking brain" would then consider the possible consequences of your act −− seriously hurting him, going to jail, harming the relationship irreparably, feeling shame and guilt afterwards, and other things that are not in your best interest. At the same time, you could use your empathy to try and see things from their point of view.

There are times when logic does need to take a back seat, for instance when we need to use our hearts in managing a misbehaving toddler. Logic and reason aren't of much use with a two year old. They also aren't of much use in figuring out the big questions in life, like why bad things happen to good people.

Emotional intelligence means managing emotions so you can take action in the best interest of all concerned. This also requires using your thinking brain!

To learn more about emotional intelligence, go here: http://www.susandunn.cc/EQ.htm

Susan Dunn, The EQ Coach, offers personal life coaching, transitions, career, relationships, emotional intelligence. Visit her on the web at www.susandunn.cc and mailto:sdunn@susandunn.cc .



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