



THE EVEREST *Leadership Academy*

# Why Emotional Intelligence (EQ) is More Important than IQ

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## What is Emotional Intelligence?

- A direct connection between our IQ and our ability to succeed in life
- In school we are ranked by our GPA
- A requirement for most colleges is a satisfactory score on the SAT
- Many studies that show IQ only accounts for about 20% of success
- The major determinants of success are social and emotional intelligence



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“ People with well-developed emotional skills are...more likely to be content and effective in their lives, mastering the habits of the mind that foster their own productivity; people who cannot marshal some control over their emotional life fight battles that sabotage their ability for focused work and clear thought”

Daniel Goleman, “Emotional Intelligence”

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## Top 5 Reasons EQ Determines Success in Life

1. EQ has a greater impact on success than other factors
  - ❑ IQ can land you a job, but your lack of EQ can get you fired
  - ❑ Your IQ only accounts for 20% of your success in life
  
2. The ability to delay gratification is a primary indicator of future success
  - ❑ People willing to work hard today and delay the rewards – more likely to succeed in life



3. High EQ leads to healthy relationships with others
  - We must control our emotions
  - Communicate our feeling in a constructive manner
  - Understand the feelings of others
  
4. Emotional health impacts physical health
  - Over 80% of our health problems are stress-related
  - We experience stress primarily because we are not comfortable emotionally



5. Poor EQ is linked to crime and other unethical behaviors
- Low EQ children exhibit social problems at an early age
  - Contribute to poor attention in class and fall behind

“To acquire knowledge, one must study;  
but to acquire wisdom, one must observe.”

Marilyn vos Savant