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IQ or EQ – Which One is More Important? Traditional Intelligence vs. Emotional Intelligence

Kendra Cherry

www.everestla.org



Understanding the IQ vs. EQ Debate

- What's more important in determining life success – book smarts or street smarts.
 - Proponents of the so called 'book smarts' suggest IQ plays the critical role
 - Advocates for 'street smarts' suggest that EQ is even more important



Understanding the IQ vs. EQ Debate

- Some psychologists believe that the standard measures of intelligence (i.e. IQ scores) are too narrow and do not encompass the full range of human intelligence
- There are actually multiple intelligences – people may have strengths in a number of areas
- The ability to understand and express emotions can play an equal if not even more important role in how people fare in life



What's The Difference Between IQ and EQ?

- IQ is a number derived from a standardized intelligence test (IQ)
 - Scores are calculated by dividing the individual's mental age by his or her chronological age and then multiplying that # by 10
 - IQ represents abilities such as quantitative reasoning; visual and special processing; knowledge of the world; fluid reasoning
- EQ is a measure of a person's level of emotional intelligence:
 - Abilities to perceive how others feel; controlling one's own emotions; relating to others; using emotions to facilitate social communication; identifying emotions



So Which One is More Important ?

- At one point in time, IQ was viewed as the primary determinant of success
 - Intelligence is not necessarily a guarantee for success in life
 - Too narrow a concept to fully encompass the wide range of human abilities and knowledge
 - Still recognized as an important element of success, particularly when it comes to academic achievement – typically do well in school; often earn more money; tend to be healthier in life
- Today's experts recognize that IQ is not the only determinant of life success
 - Other factors including EQ are relevant to success
 - Strong leadership potential – are more emotionally intelligent



Conclusion

- Both IQ and EQ play roles in influencing your overall success
- Rather than focusing on which factors might have a more dominant influence, the greatest benefit may lie in learning to improve skills in multiple areas
- In addition to strengthening certain cognitive abilities such as your memory and mental focus, you can also acquire new EQ skills that will serve you well in many different areas in your life



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Quotes

“My greatest strength as a consultant is to be ignorant and ask a few questions”

Peter Drucker

“The ability to ask the right question is more than half the battle of finding the answer”

Thomas J. Watson

“ The greatest problem with communication is the illusion that it has been accomplished”

George Bernard Shaw

“ Any leader who asks the right questions of the right people has the potential to discover and develop great ideas”

Thomas Edison

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