

Emotional Intelligence – Building Health, Wealth and Influence

The Morpheus Intelligence Update

Emotional Intelligence, IQ, and Age

IQ peaks around age 19 or 20. Note this does not mean that this is the age that our brains peak, just where the peak is for certain types of brain activity, known as fluid intelligence.

EQ and IQ are not highly correlated – it's been said that IQ gets you hired and EQ gets you promoted. It's important to note that there is no significant link between the overall EQ and an individual's personality. Emotional Intelligence is a skill that can be developed.

While IQ should remain an important predictor of the types of vocations a person can assume, once within that vocation the predictive validity of IQ would seem to diminish significantly and that is where EQ becomes more important than IQ.

The 3 levels of Emotional Intelligence

1. Personal Emotional Intelligence: Self awareness plus Self management
2. Social Emotional Intelligence: Social awareness (empathy) plus Relationship management
3. Relational Systems Intelligence: Relational systems awareness plus relational systems leadership

Roche Martin's Job Research

- 58% of a leader's job performance depends on his or her level of Emotional Intelligence
- 90% of top performers have high levels of Emotional Intelligence
- \$ 1,300 is the dollar amount added to an annual salary for every point increase of Emotional Intelligence!

Emotional Capital and Leadership

- Leadership is the by-product of emotional skills like self-confidence, optimism, self-reliance, and empathy.
- Emotions are important—they create strong relationships between organizations, customers, and employees.
- Emotions and associated behaviours can be developed.
- "A leader's intelligence has to have a strong emotional component to it." – Jack Welch

Research has proven that people with higher EQ are doing better physically, mentally, and socially. The greatest potential lies in who we really are. And to get the maximum impact in the major pillars of life - health, wealth and influence, Emotional Intelligence is a core skill that will get you results and even leave a lasting legacy.

And finally a bit of Humour...



"You always complain that I don't know how to show my emotions, so I made these signs."

I hope you enjoyed the presentation.
Ian Hatton | Morpheus

