Emotional Intelligence

Five domains of emotional intelligence...

1. **Knowing one’s emotions.** Self-awareness—recognizing a feeling as it happens—is the keystone of emotional intelligence. This includes the ability to monitor feelings from moment to moment, to have emotional insight and self-understanding, and an ability to know how you feel and how to appropriately act on those feelings.

2. **Managing emotions.** Being aware of feelings so they can be acted on appropriately. This includes the ability to tolerate and regulate feelings, to self-soothe, to de-escalate, and to shake off unpleasant moods. Being skillful in this emotional area helps us maintain stability and bounce back from upsets.

3. **Motivating oneself.** This means we can marshal our feelings in service to our short-term and our long-term goals. This is the foundation for higher achievement and productivity in life.

4. **Recognizing emotions in others.** Empathy, an ability that builds upon emotional self-awareness, is the fundamental “people skill.” It is the opposite of being “emotionally tone deaf.” Empathic people are more able to tune into the feelings of others. This leads to the ability to better understand the needs of others.

5. **Handling relationships.** This has to do with social competence and relating to the emotions of others, and feelings of connectedness to others (verses alienation).

Abilities that are characteristic of emotional intelligence ...

- **confidence:** A sense of control and mastery of one’s body, behavior, and world; a sense that I am more likely to succeed than fail, and that I will get the help I need.
- **self-control:** The ability to regulate and control one’s own actions in appropriate ways; a sense of inner control.
- **relating with others:** The ability to engage with others based on the sense of being understood by and understanding others. Can handle the feelings that arise in a relationship; can recognize, manage and harness feelings.
- **communication skills:** The wish and ability to verbally exchange ideas, feelings, and concepts with others. This is related to a sense of trust in others and of pleasure in engaging with others.
- **cooperation:** The ability to balance one’s own needs with those of others in group activity.
- **can tell the difference between feelings and actions:** Can control emotional impulses, thinks before acting. Makes a decision after considering options and consequences.

Characteristics of impaired emotional intelligence are ...

- **poor impulse control**
- **inability to focus**
- **pessimistic**
- **disrespectful**
- **general unhappiness with self**
- **aggressive**
- **fearful**
- **over-reactive**
- **lack of empathy**
- **mistrustful**
- **destructive**
- **floods with anxiety**
- **non-assertive**
- **falls apart under stress**
- **sulky**
- **seeks immediate gratification**
- **uncaring**
- **chronically sad or angry**
- **impolite, rude**
- **preoccupied with negativity**
- **passive**
- **emotionally inappropriate**
- **whiny**
- **overly sensitive to criticism**

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<th>High IQ (only)</th>
<th>High Emotional Intelligence</th>
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<tr>
<td><strong>Men</strong></td>
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<td><strong>Women</strong></td>
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Adapted from “Emotional Intelligence” by Daniel Goleman (1995)