

Research Results on Emotional Intelligence

A STUDY OF 80 PH.D'S BY E.Q CONSORTIUM

A study of 80 Ph.D.'s in science who underwent a battery of personality tests, IQ tests, and interviews in the 1950s when they were graduate students at Berkeley.

Forty years later, when they were in their early seventies, they were tracked down and estimates were made of their success based on resumes, evaluations by experts in their own fields, and sources like American Men and Women of Science. It turned out that social and emotional abilities were four times more important than IQ in establishing professional success and prestige.

(EQ CONSORTIUM)

A STUDY OF INSURANCE SECTOR

In another research it has been found that Insurance salespersons who were optimists sold 37 percent more insurance policies in their first two years than did pessimists.

A STUDY OF IAS OFFICERS

After studying 60 IAS officers of Assam Cadre it was found that 77 % of them fall in the category of Average EQ.

Only 15 % showed High EQ

(Prof NK Chadha, Psychology Dept, Delhi University)

A STUDY OF STRESS AND BURNOUT

The managers High on EQ were low on 'burnout' implying that they can cope up better with stress.

(Prof NK Chadha, Psychology Dept, Delhi University)

SOME MYTHS/FACTS ABOUT EQ

- Being EQ does not mean a weak, submissive or defensive personality.
- Being highly EQ does not mean being extra nice, polite or sugar coating your language
- The females are NOT superior to males in expressing/experiences emotions as most of us tend to believe incorrectly. In fact, the research shows that males are equally emotional when compared to females.
- There is no direct evidence to prove that EQ is dependent upon heredity.
- However, the environment does seem to influence the EQ.

Source: Dr. Dalip Singh, www.eqindia.com