

EQ VS IQ

A study of more than 500 executive search candidates identified emotional competence a significantly better predictor of placement success than intelligence or prior experience. Findings were consistent in all countries and cultures. ¹

Financial Success

85% of your financial success is due to EQ ²



Only 15% is due to IQ ²

EQ



% Incremental Profit

Public Accounting Firm ³

IQ



% Incremental Profit



Average Policy Sold

Insurance Company ¹



Average Policy Sold

EQ Better Predictor of Success in: ¹



Analysis of 33 different studies found that children who were taught social and emotional skills had an 11 percentile gain in academic performance. ⁴

SOURCES:

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3. Boyatzis, R. and McKee, A. *Primal Leadership: Honoring the Power of Emotional Intelligence*. Boston, Massachusetts: Harvard Business School Press.
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