Being smart isn’t enough.

To succeed in your chosen career, it helps to have a high IQ. But it may be even more important to have a high EQ – which represents your emotional quotient.

According to psychologist Amy Wood, even smart people sometimes fail to achieve the level of success they’re capable of achieving, because their emotional intelligence is underdeveloped. Individuals with high emotional intelligence have good people skills and can, for example, work well in teams.

Fortunately, though, it’s possible to increase your emotional intelligence. Wood will show you how during her webinar, “Boosting Your Emotional Intelligence.”

Click here to register for:

**Boosting Your Emotional Intelligence**

**Thursday, July 23, 12:30 to 1:30 p.m.**

Amy Wood, a psychologist, award-winning author and motivational speaker, knows the importance of emotional intelligence from personal experience.

“I realized pretty early that I had to change my personality,” she says. “I was very shy and I noticed that those who are successful got past it. I took an acting class and got myself out there until I was able to be comfortable with people. I did a lot of public speaking, because it was required for my classes. Now I do it for a living.”

Having boosted her own emotional intelligence, she’s learned to help others do so, too. She will explain emotional intelligence and how to increase it during, “Boosting Your Emotional Intelligence,” a Special Webinar Series webinar to be held at 12:30 p.m. on July 23, 2015. To register, click here.

**Fostering Positivity**

Emotional intelligence defines a person’s ability to control and express emotions, and to handle relationships, both inside and outside the workplace.

“Emotional intelligence is about understanding yourself – being able to manage yourself and your behavior,” Wood says. “When you have to deal with life, it can help you motivate yourself and manage your moods. It’s knowing how to deal with others; how to communicate, how to engage with and collaborate with other people.”

How do you measure your emotional intelligence? There are plenty of tests that can assess your emotional quotient, but Wood recommends the Emotional and Social Competence Inventory (ESCI), as it was co-designed by Daniel Goleman, the “father of EQ” and author of a ground-breaking bestseller, *Emotional Intelligence: Why It Can Matter More Than IQ*.

While tests may be helpful, Wood believes that, rather than measuring EQ, it’s best to simply identify areas in need of improvement – and to work at improving them. The best way to identify those areas is to ask people who know you for their honest opinions, she says.

If it’s difficult to get friends to be open and honest about your faults, she recommends asking coworkers and business associates.
Many people in leadership positions aren’t good leaders because their views are too rigid. The best leaders recognize that they don’t know everything and are open to other opinions.

“arid you’re aware of your own limits and vulnerabilities, you are open to constructive criticism as a way to advance yourself,” Wood says. “And other people will gravitate toward you because you’re humble and open-minded, rather than arrogant or defensive.”

\section*{Be a lifelong learner.}

Emotionally intelligent people are frequently life-long learners, who seek to expand their perspective continuously. They put aside their judgment and try to view the world from the perspective of others.

“Listen more than you speak,” Wood suggests. “If you’re talking, you’re only learning what you already know.”

\section*{Think about how you think.}

Sometimes, a positive person may be the average business person makes about 1,000 decisions a day, Wood says.

“We make a lot of mistakes because we’re moving too fast,” according to Wood. “We have to make decisions constantly. Sometimes we make reactive decisions that lead to more problems.”

Emotionally intelligent people know how to respond to internal impulses and external demands.

“When you step away to contemplate possible strategies and consequences, rather than react mindlessly,” Wood says, “you make better decisions and stay on course with your goals. The other advantage of thinking before you act is that you can calm down and get perspective rather than lash out irrationally when someone or something upsets you.”

\section*{Galvanize your strengths – and the strengths of others.}

Galvanize your strengths – and the strengths of others. The old approach to business was to work on a person’s weaknesses until they overcame them. Today’s workplace is more team oriented. If everyone works together, it’s possible to take advantage of individual strengths.

“It used to be about diagnosing people and fixing people,” Wood says. “Now psychologists look at what’s positive and get rid of what you’re not good at.”

Rather than struggling to make the slob more organized, it’s more effective to enable the most organized person in the office to organize the whole office.

“Know your strengths,” she suggests. “Doing what comes naturally works great when you work as a team. You do what you’re really good at and let everyone else do what they’re really good at.”

\section*{Practice Emotional Intelligence.}

Boosting your emotional intelligence is a never-ending process.

“There are always challenges and there is always room for improvement,” Wood says. “As you grow older, you have more complicated problems to deal with.”

But sometimes complex problems have simple answers. She recalled the writing of an 11-year-old, who noted that, “The best kind of teacher is the one you don’t have to worry about getting along with, because they know how to get along with you.”

The same holds true for the best corporate leaders.

\section*{Click here to register for:}

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