



# In Form

Our newsletter, **In Form**, keeps you up-to-date with our training services and new initiatives.

## In Form no. 37

### Emotionally yours

One of the problems with children is that they ask questions. The other day my son asked me a question.

"Dad, what's Emotional Intelligence? My best friend Jaime says it's the key to picking up girls."

"Well, way back in 1995 a guy called Daniel Goleman wrote a book about it. It's all about self-awareness and impulse control, persistence, zeal and motivation, empathy and social deftness."

"What's zeal and social deftness," my son replied.

"Okay, let me try again. I usually tell people that it's an ability to recognise the meanings of emotion and their relationships, and to reason and problem-solve on the basis of them. Emotional Intelligence is involved in the capacity to perceive emotions, assimilate emotion-related feelings, understand the information of those emotions, and manage them."

"Wow! Sounds complicated, so how come you know so much about it?"

"I'm a communication expert. This is what I do at work every day."

"Cool! You teach people how to pick up women. Does Mom know about this?"

"Of course she does. Women know more about Emotional Intelligence than men do."

"Oh", said my son with a worried look.

"But wait a second, you're missing the point here. Let me tell you a story to teach you what Emotional Intelligence is all about. One day a man and a woman were driving their sports cars at breakneck speed around some English country lanes."

"What did the woman look like?"

"It doesn't matter."

"It matters to me. I'm only interested in picking up pretty girls."

"Shut up and listen! As it happened, the man and the woman were speeding along the same twisty country lane and heading for a collision. Just in time the two drivers saw each other, slammed on the brakes, and avoided a crash. As they passed, there was only time for the woman to shout 'Pig!' at the man. And sadly, not enough time for the man to yell back 'Cow!' before he hit the large pig that was blocking the road around the bend. So now you know what Emotional Intelligence is all about."

"Oh, I think I get it. The key to picking up pretty girls is to listen hard."

"Okay, that's not a bad start I guess. Bryan, one more thing: Next time you have a question, ask your mother!"

Want to learn more about Emotional Intelligence and how it affects organisations and our relationships at work? No, don't ask me! Just sign up for our Open Course *La Inteligencia Emocional en las Organizaciones*: [www.readmatthews.com/opencourses/iemocionalo.php](http://www.readmatthews.com/opencourses/iemocionalo.php)

And if you're like my son, and just want to know if Emotional Intelligence is the key to picking up girls? I'm not sure, but I reckon it may help. I'll ask my son - he's the expert here - and let you know.