



EMOTIONAL INTELLIGENCE-KEY FACTOR IN SCHOOL SUCCESS, ACADEMIC PROFESSIONAL AND SOCIAL ACHIEVEMENTS

Rela-Valentina CIOMAG¹
Alexandru Dan CRISAN²

Abstract

Emotional intelligence is the one which allows you to know how to deal with your feelings and how to efficiently communicate with others so that you can fulfill your goals.

EQ – emotional coefficient can be learned, developed and improved at any age.

People who possess emotional intelligence know their feelings and understand everything about them, integrate them with the rational side of things, express them adequately and learn to avoid unpleasant experiences as well as never repeating those already lived.

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JEL classification: *I10, I20*

1. Introduction

Everyone knows what intelligent means. Summed up, it is the capacity of establishing connections between stored information and to order them efficiently. This has a lot to do with reasoning, clear mind and high school grades.

Emotional intelligence is the one which makes you capable of handling emotions and how to better communicate with others so that you can reach your goals. Obviously, it's important to be intelligent in order to be successful as this will help you identify your objectives.

Success is all about meeting your aim. To be successful, first you need to have a crystal clear objective. Most of us act under the influence of feelings and only when the outcome proves to be bad we start to wonder - and some times not even then - what was our purpose.

According to statistics, emotional competence is twice as important as technical or intellectual skills. Developing emotional intelligence means understanding and managing of emotions in order to create healthy relationships with those around you.

¹ The Bucharest University of Economic Studies, valentina_ciomag@yahoo.com

² Balamand University – Northern Libanon, dancrisanalex@yahoo.com



Everyone knows what being intelligent is about. Summed up in a few words, intelligence is the ability of making connections between stored information in your memory and to order them efficiently. This involves reasoning, a clear mind and also with good educational results.

Emotional intelligence is the one which allows you to know how to deal with your feelings and how to efficiently communicate with others so that you can fulfill your goals. Obviously, being successful is one of the reasons you should be intelligent as this will first off help you identify your objectives.

Success is all about reaching your aim. Of course, in order to have success you first have to have a clear purpose. Here, most of us act under the influence of emotions and only when things turn out to not go as planned we ask ourselves what our goal was.

Discussion

According to statistical research, emotional competence is twice as important as technical or even intellectual skills. Developing emotional intelligence represents the understanding and handling of emotions for a better outside relationship (with other people).

The “emotional intelligence” concept has always been debated upon throughout the world.

“Emotional intelligence” was first used with its modern meaning in 1990 by two psychologists Peter Salovey and John Mayer. Considering this term is a relatively new one, the components of it can be traced all the way to Socrates (470-399 B.C.) well known quote: “Know yourself!”. In the Christian Bible, both in the Old and New Testament, “Do not to others what you don’t like” and “Love your kin like you love yourself” can be seen as elements of the concept.

EQ – emotional coefficient can be learned, developed and improved at any age. It represents a merge between personal skills with experience which is otherwise defined as emotional maturity and which allows for getting promoted in your chosen career. Should one create a balance between IQ and EQ the road towards a leading success becomes fully opened to you.

Research shows emotional intelligence could actually be more important than the combination between cognition and technical prowess. In fact, certain studies have shown emotional intelligence is twice as important as one’s IQ.



Emotional intelligence is boundless; anyone willing and ready can improve their EQ.

Training emotional intelligence results in creating opportunities to ensure bondage between emotional, cognitive and action skills.

D. Goleman resumes the EI concept to 5 smaller notions which education can improve:

- a) self-awareness
 - knowing your own emotions and feelings;
 - self-trust;
 - objective self-evaluation.
- b) calm
 - handling own emotions and feelings constructively therefore stimulating work and learning;
 - easily surpassing an emotional hurdle.
- c) motivation
 - turning wishes to objectives and fulfilling those;
 - overcoming frustration and inconvenience;
 - constructive initiatives.
- d) empathy
 - relating to people;
 - borrowing close people opinions and knowledge.
- e) Social skills
 - managing emotions when in contact to other people;
 - cooperation, tact.

Segal (2002, page 9) underlines: "...our IQ can help us understand and tackle the world up to a certain point whilst our emotions help understand ourselves and consequently all others".

Goleman (2001) suggests 4 reference domains of emotional intelligence:

1. Emotional self-awareness
2. Self-drive
3. Social awareness
4. Relationship control.

Roco (2001) states intelligence and emotional-affective sensibility coexist in each of us.

Using emotional intelligence means fulfilling objectives related to academic achievement, social and professional success.



Goleman scientifically shows, based on modern studies done on the human brain that successful people distinguish themselves from the less successful not by their IQ but by their EQ.

Letting out uncontrolled, conflict-driven emotions can have a destructive impact. Goleman (2001) considers that "...a positive control over your emotional state and syncing with other people states of mind stimulates cooperation, increases communication flow and helps increase social motivation".

Successful people have a higher EQ because they constantly "grow" relationships, work efficiently as a team and can approach others' points of view, present social skills and swiftness in communication – all attributes of emotional intelligence and all which can be developed through systematic education (both formally and informally).

Regarded as the basis of EQ, the capacity to appreciate your own intelligence gives you the ability to make quick and correct personal decisions. Your own emotions must be dealt with in the right way by separating negative and positive thoughts, self-understanding and heightened decision-making skills.

One's own goals must be "worked through" hard, constantly in this way all negative impulses being driven away allowing more space for positive ones such as optimism, hope and trust.

Always the stronger emotion wins! People with positive feelings inspire and motivate others helping them being also loved by those around.

Becoming more emotionally intelligent leads to the following:

Each experience involves an emotional response, and in order to better handle emotions, a person must: acknowledge emotions, find what triggered them and follow a new line of the action by working out how important they really are in daily life.

The ability of being straightforward and keeping your calm is all about staying stable in a crisis situation and recovering from making a mistake. The results obtained will be further associated with stress tolerance, optimism and social responsibility.

Building and maintaining relationships is an ability and a side of emotional intelligence: control. Poor impulse control is manifested by a failure in taking hold of the hostility and explosive tendency we all have in some cases.



Perseverance in front of obstacles and also taking control and maintaining a position when necessary, have been correlated with two of the emotional intelligence scales: independence and confidence. People who are independent tend to be autonomous and to rely more on themselves than others. Although they sometimes ask for opinions they are not bound to it. Self-trust manifests itself by non-destructive sharing of emotions, feelings and thoughts. People who have attained high levels on this scale are not shy when saying what they desire. The results of all direct reports are associated with independence and optimism. Optimism means seeing the full half of the glass. This array of relationships suggests fighting till the end is a trait of emotional intelligence.

Direct results involving making decisions are deeply connected to evaluating independence. Making decisions is related to a preference for swift actions versus slow ones. Independence means self-control and self-guidance in thought. That's why is not surprising that those who think of themselves independent thinkers are regarded as good decision makers by others.

EQ defines a set of skills very different but complementary to logical and cognitive measured skills measured by IQ. Unlike IQ, EQ skills can be developed all your life, are an integrated system and are found at an individual and group levels.

Conclusions

People who possess emotional intelligence know their feelings and understand everything about them, integrate them with the rational side of things, express them adequately and learn to avoid unpleasant experiences as well as never repeating those already lived.

Harvard University has conducted a study on 500 subjects aimed at identifying key traits which ensure a maximum of competence and professional efficiency. Researchers analyzed technical skills (derived from professional experience and competence), cognitive skills (IQ related) and emotional ones (EQ related). The only parameter which turned out to be decisive for professional success was EQ as people with exceptional results had a 85% increase of EQ scores than the average subjects.

This is why, no matter personal or professional in nature, EQ increase facilitates success and objective fulfillment ratio.



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