



GETABSTRACT REVIEW OF

Emotional Intelligence for Success

Self-control, or the ability to postpone a short-term reward in favor of a higher future payoff, is a definitive gauge of success. Subjects who can resist instant gratification tend to fare better academically, professionally, socially and financially. The cognitive path to self-control has several shortcomings. It is weak, biased and potentially harmful.

STEP 1

Have your team read the [getAbstract summary](#).

STEP 2

Schedule a team meeting to discuss the questions below.

STEP 3

Have a discussion with your team.

Discussion Questions

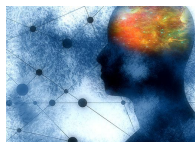
1. As humans we tend to discount the value of future rewards. Think of a time when you may have let instant gratification get in the way of a long term goal. What could you have done differently?
2. Willpower tends to be fragile which is why 25% of New Year's resolutions dissolve during the first week. Other emotions such as gratitude, compassion and pride offer a more resilient path to self control. Why is this?

“The power of emotions enhancing self-control works because it’s not coming from the top down. It’s not trying to overrule or overcome a desire that we have. It’s changing the nature of that desire. It’s working from the bottom up.”

Emotional Intelligence for Success

David DeSteno

Additional resources



Psychology



Resilience

