

MEETING IN A BOX

Emotional Intelligence for Success

Emotional Intelligence

Start the conversation with your team and take initiative to be a part of our success. Use the getAbstract on "[Emotional Intelligence for Success](#)" to get started.



- **Step 1:** Have your team read "[Emotional Intelligence for Success](#)" getAbstract summary. To access the getAbstract, click on the book cover.
- **Step 2:** Schedule a team meeting to discuss the questions below
- **Step 3:** Have a discussion with your team.

"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."

- David DeSteno, Speaker

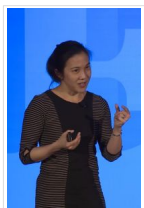
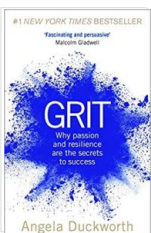
Discussion Questions

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?

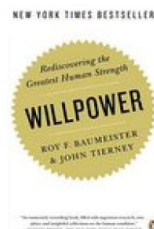
Take away

- 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.

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