



# Understanding Emotional Intelligence & Measuring Your EQ

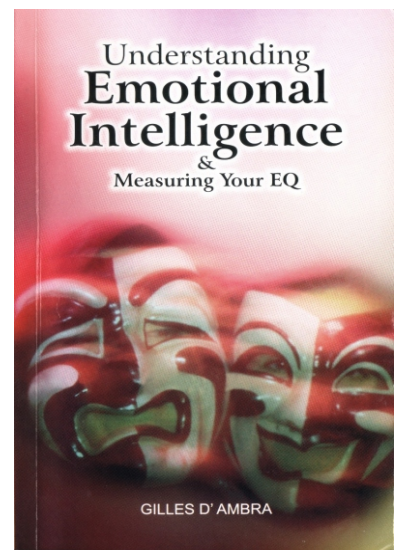
By Gilles D'Ambra, Infinity Books, 2007

All of us do have an instinctive idea of our emotional quotient (EQ), even if we don't know that's what it's called! A person's EQ is a composite of different aspects of his or her persona – sensuality, fidelity, passion, maturity, sentimentality, and so on and so forth.

Your strengths and weaknesses in these and other areas will add up to an individual "psychostyle" which is called your Emotional Quotient, or emotional intelligence.

Knowing more about your EQ and how and why you do things can help you in all your dealings with others – from your relationship with your lover to your relationship with your boss, and even those with strangers!

## BOOK OF THE WEEK:



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## Why You Need this Book

This book will help you take a look inside and understand the secret areas that make up the real you, and by doing so, understand what really makes you tick. It introduces readers to the basic tenets of emotional intelligence and teaches them to look at themselves and other people with new eyes.

## What is EQ?

Our EQ or emotional intelligence quotient, is, by definition, complex because it combines many different qualities, often almost indiscernible from each other. These qualities include self-awareness and various abilities, such as the ability to read our own feelings, the ability to control our impulses, and the ability to communicate with others.

EQ cannot be quantified in the same way as IQ. It needs to be evaluated in terms of our self-awareness and our relationships with others.

## Discover Your Emotional Psychostyle

So just what sort of person are you? Here's a quick overview of the four emotional

psychostyles. (**Editor's note:** please refer to the book for the eight detailed tests which help determine emotional psychostyle.)

### EXTROVERT-IMPULSIVE

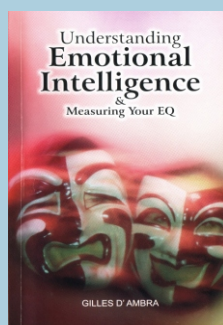
You love new trends and technological advances (you adore surfing the Net); you're not too concerned with moral values, you hunger for sensation, excitement, new experiences and success. You take each day as it comes. Your motto in life is 'Every man for himself'.

You aim to sort out your financial affairs by taking advantage of any and all opportunities that present themselves. You crave social success – money is a great motivator for you – but you want to stay free and independent. Whether you work in a multinational, as part of a small team, or as a freelance individual, you prefer to remain detached. You do a good, professional job but you don't really get involved in your work or work for the joy of it. Added to which, as far as you're concerned, nothing lasts for ever and you have no intention of taking root.

You don't like to rest on your laurels either. Life for you is all about being out there, changing, discovering and moving things forward. You are hedonistic, you want to make the most of everything life has to offer, through your interests, your friends or other venues. Outdoor pursuits take up a lot of your time. As far as you're concerned, home is strictly for sleeping in.

Whatever you're looking for, you go out for it. You regularly work out to keep fit and you like experiencing physical activities and sensations, from feeling the burn in the gym to jetskiing in the surf. You live an active life: you take short holiday breaks all year round and enjoy trips

### ABOUT THE BOOK:



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abroad. However, you rarely go back to the same spot. You have a strong need for new pleasures and ever-changing experiences.

### **EXTROVERT-STABLE**

You are generally opposed to change, and you have a somewhat withdrawn attitude to life. A private sort of person, perhaps this is because you are scared of the outside world or maybe because you are afraid of what the future may hold.

Traditional family values are important to you, and deep down you think a woman's place is in the home. Your family circle is more important to you than your work, and you would rather be nestbuilding than out there competing in the rat-race. You are the type to go home for lunch every day, and you wouldn't dream of working 18 hours at a stretch or over the weekend. First and foremost, you look for a quiet life, well-organized if at all possible, and you hate having your routine disturbed.

You are cautious; you prefer safe bets to risks. You are highly organized both at work and in your leisure pursuits. You enjoy routine jobs and taking breaks with your family. You are quite happy to go back to the same place for your holidays every year. You rarely travel long distances – it puts you in a bad mood. You have problems adapting to different ways of thinking, or changing your diet. Your traditions and principles are rock-solid and you tend to be quite single-minded. Since you are inclined to be rigid in your outlook, your strict moral and intellectual attitudes can border on the fanatical.

You prefer not to reveal too much of yourself and you function best in a very closed environment, amongst friends. You reject everything 'foreign' quite systematically and at

times aggressively. You have rather old-fashioned views, and you veto everything that you think is too technological, newfangled or trendy.

### **INTROVERT-IMPULSIVE**

You love all that is natural and unsophisticated and are very much against any sort of sham or pretence. You loathe all-out show and ostentation, and excessive displays of success and wealth. You yourself generally have little personal drive and you don't have a lot of aggression either, unless it's a question of defending someone's rights or fighting for a cause which you consider to be worthwhile.

When it comes to fashion or food, your tastes are simple. Your ideal would be to live with nature (you may be a bit of a trendy environmentalist) and to take your pleasure from simple things, escaping pressures and responsibilities as much as possible. You live from one day to the next. You find it difficult to organize yourself, you're not good at sticking to habits, or following a routine. You are easily distracted by your own mood swings.

Change and novelty are what you crave and you are insatiably curious. You are not much of a homebody and you certainly don't do much around the house. You dream of doing something adventurous and escaping to foreign parts (sunbathing in Bali or trekking along the Grand Canyon). Most of all you would like to break away from your day-to-day routine.

### **INTROVERT-STABLE**

You have high moral values and you are very attached to your principles and convictions. You believe that you have a duty to yourself and your family first and foremost.

Your life is divided between your family and your career. You are very centered, almost a little too

much so, on your family, their physical and emotional comfort, the children's education and so on. And at the same time, you are passionate about your career. Privately and socially, you are, above all, discreet. You don't like to stand out and you have a taste for beautiful, understated clothes. You buy quality names. However, your desire to conform may also occasionally make you voice rather repressive moral views.

Anything new and groundbreaking tends to be viewed with mistrust, whether it is to do with technology or culture. Everything – people, objects, ideas – must have been tried and tested before they can receive your seal of approval. When you do commit yourself to something, it must have lasting worth.

You prefer traditional décor (with some modern fittings of course) and you enjoy home cooking. For relaxation, you take holidays in the country (nothing too exotic, you like everything to be neat and tidy). You enjoy a little sailing, the odd round of golf, browsing in museums and visiting places of interest. Apart from that, you like watching television, reading books (especially historical novels), doing a little practical DIY around the house and collecting antiques.

You can be hard to please and your exacting tastes may put a strain on your friendships. Your social life tends to revolve around the private clubs and associations you belong to.

## Are You Hungry For Love?

If you are too hungry for love, it ends up putting people off. They will quickly come to the conclusion that, no matter what they do, they can never make you happy. If you ask too much, people will avoid you.

If you are someone who's hungry for love, the affection you crave has the same effect as food does for a bulimic person, or drugs for an addict. It gives you a temporary lift, but it doesn't satisfy you. You could be out there going about your daily business, when suddenly your craving hits you and satisfying it is all you can think about. You have to satisfy it and every fix has to be bigger than the one before. You are prepared to do anything to feel loved. You become capable of almost every kind of persuasive behavior, even blackmail, to get what you want.

Of course, it's natural to want to be loved. Everyone needs love, especially when things are going badly. Some people undoubtedly need it more than others, for example those who were deprived of affection – or, conversely, overindulged – in their childhood.

It is possible to avoid an unhealthy craving for love and affection by developing your own emotional intelligence, and improving your relationships with other people. If you suspect you are too hungry for love, you have to identify first of all, the 'illness', the form it takes. Then, you need to strengthen your immune system to limit any damage during 'a crisis'.

So how badly affected are you?

Respond to each of the following statements honestly – do they apply to you, yes or no? – tally your responses, and then refer to the score panel and the assessments:

1. You constantly seek reassurance and approval from other people at work and in your private life.
2. You feel angry, ashamed or humiliated if someone criticizes you (even slightly).
3. You are incapable of choosing a new dress without someone to help you.

4. You desperately want people to admire your appearance.
5. You think it's acceptable to use other people to get what you want.
6. Where you live is a matter of circumstances, not choice.
7. You would burst into tears if you heard that your best friend's dog had died.
8. You often overestimate your abilities or the value of your achievements.
9. You tend to agree too often with people, even when you think they are wrong.
10. At parties, you don't feel happy unless you are the center of attention.
11. You think that only exceptional people can really understand your problems.
12. You would not feel capable of organizing a solo holiday trip.
13. Your emotional reactions are not predictable.
14. You would really like being one of the world's top models.
15. If there's a horrible job to be done at work or at home, you always volunteer to do it.
16. When you want something, you want it straight away.
17. You often jump queues.
18. You would go out to dinner with a man you don't like very much to avoid being at home alone.

19. You are not good at describing an event or a person in detail.
20. You fish for compliments a lot.
21. You feel devastated when a close relationship is broken off.
22. You don't take it well when a friend cancels on you even if it is not her fault.
23. You worry about the thought of someone leaving you.
24. You frequently feel jealous or envious of your friends' lives.
25. You are easily hurt by criticism from your partner.
26. You often wear miniskirts and figure-hugging tops to the office.

**SCORE:**

You are not hungry for love if you answered NO to:

At least five of questions 1,4,7,10,13,16,19,26.

Or

At least five of questions 2, 5, 8,11,14,17,20,22,24.

Or

At least five of questions 3, 6, 9,12,15,18,21,23,25.

If your score so far shows that you ARE hungry for love, you will fall into one of three categories:

- histrionics
- egocentrics
- 'orphans'

Look at your scores again to see which category best describes you.

(Please refer to the table on the following page.)

**SCORE:**  
 If you answered YES to at least four out of questions 1,4,7,10,13,16,19,26, you are the histrionic type.

If you answered YES to at least five out of questions 2, 5, 8,11,14,17,20,22,14, you are egocentric.

If you answered YES to at least five out of questions 3, 6, 9,12,15,18,21,23,25, you are an 'orphan'.

The more YES answers you give in each of the above series, the more you fit that profile. Don't be surprised if you seem to fit more than one profile – that's quite normal. Just read the profile corresponding to your 'best' score (or the corresponding profiles if you score equally in more than one).

**Play everything down.** You won't find love by behaving like a tease or an easy lay. Let your words get the message across instead of your body. Stop hugging every casual acquaintance as if he was the love of your life and don't be tempted to wrap yourself all round a man just because he's bought you lunch – even if it was delicious.

**Think about what you really want to say and say only what you know is true.**

**THE HISTRIONIC**

The term histrionic derives from the Latin "histrion", meaning a comedian, boaster, or even a cheat. When you deprived of love, you tend to become hysterical. You burst into tears for nothing, or you fly into a rage. For those around you, it's heaven or hell. You are either in the depths of despair, or you are on Cloud Nine.

You always trust people too quickly and too soon. You will fall under the spell of anyone with a strong personality. You think that they can offer magic solutions to all your problems. And after it's all over, you feel totally let down. As a result, all your relationships are generally stormy and insincere.

**WHAT CAN YOU DO ABOUT IT?**

Your problem is first of all that you are over-emotional, you suffer from overwhelming feelings. You are obsessed with strong emotions and get carried away with them. You are soon bored by routine (no challenge) and tenderness (no passion). At the drop of a hat, you will be out there in search of something new and stimulating. You make a drama out of every insignificant event.

So how do you cure yourself?

**Get a grip on your emotions.** Good or bad, they are always excessive and this stops you from seeing people and events in a realistic light. You must learn moderation.

**THE EGOCENTRIC**

If you are an Egocentric, when you are let down in love, you become terribly narcissistic. It does have its advantages (you end up looking particularly glamorous) but it can be quite inconvenient. You spend all your money on clothes, cosmetics and beauty treatments... and yet, despite all the care you take of your body and the time you put into your appearance, you are never satisfied with what you see in the mirror. Deep down, you don't think you look good and you are scared that no one will find you attractive.

No matter how much your friends or would-be partners try to reassure you, you simply cannot believe anyone could find you in the least seductive.

**WHAT CAN YOU DO ABOUT IT?**

When people are acutely narcissistic, the real problem is that they are being passive. They behave as if they were objects (sexual or otherwise), desirable goods, rather than people. That's why other people's opinions assume such importance. 'If they don't like me, they won't buy.'

So what do you do about it?

**Set yourself objectives and role-models that are realistic for you.** Remember, it isn't necessary in life to accomplish great things or achieve perfection.

**Take compliments for what they are.** Don't try to read into things all the time. Don't imagine love or desire where there isn't any.

**Stop trying to look at yourself from other people's point of view.** You have always tended to center everything on how people regard you.

### THE ORPHAN

You are so hungry for love, it makes you submissive – you become a real doormat. You give up your whole personality. You no longer have tastes, ideas, or preferences of your own. Clothes, work, home, holidays, you let other people decide on everything.

Sometimes it works out quite well, especially if your partner likes the same things as you do. Fine if he's crazy about sailing and you adore anything to do with being out in the fresh air. Not so good, though, if he turns out to be mad about white-water rafting and your idea of heaven is an afternoon in a museum.

### WHAT CAN YOU DO ABOUT IT?

Fear and an inability to deal with being alone are at the heart of your problem. You will do almost anything sacrifice whatever it takes not to be abandoned or left behind. This goes not only for your way of life but also, and worse still, for your way of thinking.

What to do then?

**Stop volunteering for all the dirty work.** Only in fairy tales are princes charming to Cinderellas. So bite your tongue before offering your services. If you think you're

not going to be able to say no, hide. Or else, do what men do: do it so badly that everyone will immediately stop asking you.

**Learn to manage your time for yourself.** People who are overdependent on others can never organize anything in advance because they are so afraid of either missing something better or upsetting someone by having to refuse a last-minute invitation.

**Train yourself to do things on your own (even if you are in a relationship).** Start with something easy: the cinema (at last, you can go and see a film you like!) or music (you can, finally, keep that promise you made to yourself about learning to play the piano again). And your partner will suddenly find you more desirable because he knows you no longer need him.

### Final Words

The major revolution of the twenty-first century is a drastic shift in favor of the importance of the emotions and away from the reliance on pure reason that has dominated in the past. This is the reason why seeking to understand people solely on the basis of their IQs has fallen out of favor as of late.

Understanding and developing your emotional intelligence – and learning to understand and view other people similarly as well – will be the key to success in both your professional and personal life.

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