

## How are organizations using Emotional Intelligence to boost performance?

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Here's a first hand example from High Performing Systems (HPS). One of our clients, an international company, asked HPS to work with one of their sites in Florida to help select Management Trainee candidates who have a high probability of success within that site's culture.

We asked all the managers to complete selected assessments, including the Emotional Quotient Inventory (EQ-i). The leadership team was then asked to identify which of these managers they considered to be their top managers.

The EQ-i scores of those who had been identified as top managers were significantly higher than their peers' results.

In our experience, the most successful leaders are adept at balancing their knowledge and experience with Emotional Intelligence skills. A smart leader who is not able to work with and through other people will not be effective.

**You can find out more about HPS at [www.hpsys.com](http://www.hpsys.com) or call 800-535-8445.**

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