

Questions for Daniel Goleman,  
*Emotional Intelligence: Why it can matter more than IQ*  
“When Smart is Dumb”

p. 33: [Note standard “pop-psych” NYTimes gambit for the opening of a chapter or an article: what is it? Same thing present in previous reading of Gladwell. You start your article with \_\_\_\_\_]

p. 34: According to this, about what percentage of your success in life will be determined by IQ and what by other factors?

p. 34 and later: what are the “other factors”—those involved in EQ? What **are** the markers of a high EQ (see also p. 35), name three.

p. 35: What do the data here suggest and do they confirm or refute the findings about the work (and conclusion) constructed by Terman as presented at the end of Chapter 3 in Gladwell?

P. 35 bottom: According to this, are grades any better an indicator of promise than SAT scores? But what might grades measure that an IQ test might not? You be the admissions officer (student opinion), which is a better likely measure of “success”—a 1600 SAT score or a 4.0 GPA?

pp. 37-38: Who is Howard Gardner and what now-famous theory did he posit? What are his seven other “other kinds of intelligence”? What do we today call Gardner’s theory: “the theory of \_\_\_\_\_ intelligences.” (Note that there are only seven of them listed here; later Gardner would add another “biological observation.”)

p. 39: Was there a comparable performance on the Spectrum test by the high IQ students? Did they do equally well in the other categories? Do high or low scores on the two tests seem to be connected?

p. 39: So that people lead happier, more productive lives, what, it is suggested, should we do and what not do?

[Identify two or three individuals, past or present, who likely possess extraordinarily high EQ in regard to interpersonal intelligence, judging from their level of success. In what fields or areas were/are your three choices active: arts, sciences, political sciences?]

SKIP TO THE BOTTOM OF PAGE 41. “Even so . . .

p. 42: Who is Peter Salovey and what is he now doing?

p. 43-44: What are Salovey’s markers for emotional intelligence?

O.K. STOP From here to the end it digresses.

[How would you construct an EQ test? Apparently Gardner and his colleagues did it with his Project Spectrum test, but we don't get much info about this.]

[Why, in a way, is this plea for the importance of EQ mostly irrelevant to the study of genius? The EQ proponents seem not to say that high EQ is necessary to genius, but rather that it is necessary to \_\_\_\_\_. But then again, is it possible to be a genius because of your extraordinarily high EQ?]

[Can you think of other things besides the standard IQ questions AND the EQ factors mentioned here that might contribute to one's success?]