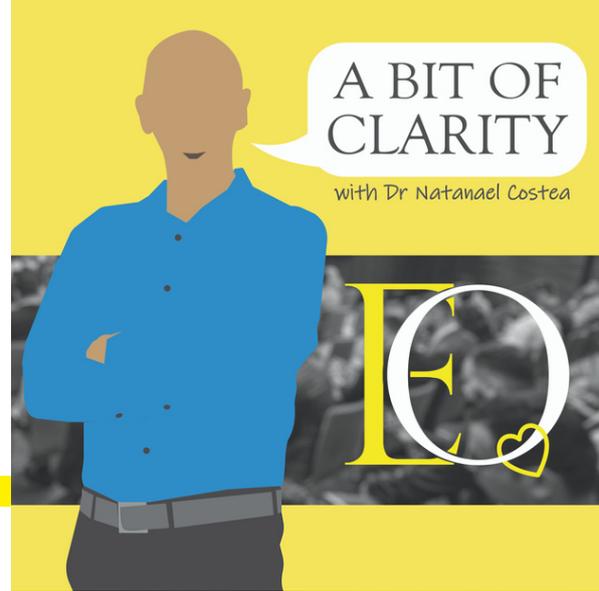


EP 027

SOCIAL INTELLIGENCE



SHOW NOTES

OBJECTIVE

> Develop an understanding of social intelligence.

UNDERSTANDING SOCIAL INTELLIGENCE

Social Intelligence can be defined as an individual's proficiency at social skills and behaviors. Common terms for social intelligence include 'street smart' and 'common sense.' The correlation between **Social Intelligence** and **Emotional Intelligence** is in the ability to read others' emotions and feel empathy for other people.

DEVELOPING SOCIAL INTELLIGENCE

- 1. Pay close attention to what (and who) is around you.** Socially intelligent people are observant and pay attention to subtle social cues from those around them. Watch how 'people smart' people interact with others.
- 2. Work on increasing your Emotional Intelligence.** Although similar to Social Intelligence, EQ is more about how you control your own emotions and how you empathize with others. It requires recognizing when you're experiencing an emotion - which will help you recognize that emotion in others - and regulating them appropriately. An Emotionally Intelligent person can recognize and control negative feelings, such as frustration or anger, when in a social setting.
- 3. Respect cultural differences.** More than that, seek out cultural differences so you can understand them. Although most people learn people skills from their family, friends and the community surrounding them, a socially intelligent person understands that others might have different responses and customs based on their upbringing.
- 4. Practice active listening.** Develop your social intelligence by working on your communication skills—which requires active listening. Don't interrupt. Take time to think about what someone else is saying before you respond. Listen to the inflections in what others say, which can give you clues to what they really mean.
- 5. Appreciate the important people in your life.** Socially intelligent people have deep relationships with people who are meaningful to them. Pay attention to the emotions of your spouse and children, friends, co-workers, and other peers. If you ignore the closest people in your life, you're missing the cues on how to connect with them.

APPLICATION

> Think of a person you need to practice active listening with and write down how will you do that next time you'll have a conversation with that person.

RESOURCES

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