

# The Strategic Edge Offers Training Programs Stressing the Risks And Consequences Of Poor Emotional Intelligence

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The Strategic Edge, [www.strategic-edge.com](http://www.strategic-edge.com), based in New York, NY, is placing a focus on emotional intelligence of EQ, something that is not well-known yet, particularly in 'non-people oriented departments' like technology, engineering, finance, and operations. The company believes that many don't know what EQ is and those who do don't understand its importance. Hence, The Strategic Edge has developed new in-house corporate programs, including executive coaching one on one, group/team building, and leadership, all focusing on the consequences of poor EQ.

Meredith Gardner, Ph.D., from The Strategic Edge, says: "Some people probably don't think they need people skills. Their main concern is their area of expertise, having nothing to do with interpersonal communication. They just don't care about what they say, how they say it, and what the recipient feels or thinks as a result of their exchange."

An intelligence quotient (IQ) is a total score derived from several standardized tests designed to assess human intelligence. Emotional intelligence (EQ) is the capability of individuals to recognize their own emotions and those of others, discern between different feelings and label them appropriately, use emotional information to guide thinking and behavior, and manage and/or adjust emotions to adapt to environments or achieve one's goal(s). This is incorporated in the new Strategic Edge corporate training programs. The Strategic Edge even has specific programs for CIOs, which can be seen at [www.strategic-cio-solutions.com](http://www.strategic-cio-solutions.com).

"Communication is determined by the response you get," adds Gardner. "Recipients are the best judge of how effectively you let people know what you're thinking and feeling. If people are involved in disagreements with you, and there are continuous misunderstandings, people will not want to collaborate with you."

Meredith Gardner explains that high EQ individuals understand the chain reaction that occurs that brings about their emotions. They can also explain why they are experiencing certain feelings without blaming

someone else. High EQ people are never emotionally dishonest and don't withhold information, or downright lie, about what they are feeling.

Low EQ individuals, meanwhile, get stressed easily, have difficulty asserting themselves, have a limited emotional vocabulary, make quick assumptions and defend them vehemently, hold grudges and hold on to mistakes, feel misunderstood, don't know their triggers, don't get angry, blame others, and are easily offended. Fortunately, EQ can be enhanced by repeatedly engaging in behaviors that are emotionally intelligent. This is explained by Meredith Gardner, building on her experience as highlighted at her LinkedIn page at [linkedin.com/in/meredithgardnerphd](https://www.linkedin.com/in/meredithgardnerphd). She believes that organizations with high EQ employees will improve business performance, which is why The Strategic Edge has developed the training programs.

Those interested are encouraged to contact The Strategic Edge through the company website for more information.

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## **The Strategic Edge**

*The Strategic Edge is an Interpersonal Communication Company. Meredith Gardner, Ph.D., is a noted behavioral psychologist, author, speaker & media guest.*

*Services:*

*Exec Coaching B2B Mediation/Conflict Resolution*

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