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MIND BLINDNESS

Downing coffee is not a sign of low emotional intelligence, but powering through your day without contemplating your behavior is. Steve invests little time in self-reflection and often finds himself denying fatigue, chasing lofty goals at the expense of his health and failing to fulfill the needs of his family and friends.

So why should Steve look through the eyes of a child? Kenneth Hill, author of *Lost Person Behavior*, studied survival rates of different demographic groups lost in the wilderness. Despite the fact that small children lose body heat faster than adults, they survive in the wild longer than experienced hunters, fit hikers and even adults trained in survival by the military. What is their secret to performance that trumps knowledge and experience?

Children survive longer in the wild because they can't help it. Laurence Gonzales explains in his book *Deep Survival*, "Small children do not create the same sort of mental maps that adults do. They also follow their instincts. If it gets cold, they crawl into a hollow tree to get warm. If they're tired, they rest, so they don't get fatigued. If they're thirsty, they drink. They try to make themselves comfortable, and staying comfortable helps keep them alive. They do not yet have the sophisticated mental mapping ability that adults have, and so do not try to bend the map. They adapt to the world they're in."

Unlike small children, adults lost in the wilderness over-think themselves into danger. The same mental process holds true at work; it's what people playfully refer to as "analysis paralysis." Mind blindness happens when we lose focus on the circumstances that surround us and let defining moments drift by beneath our awareness. Emotional intelligence offers a way out by teaching us the skill needed to know what, when, why and how our thoughts and emotions influence our actions. Building EQ ensures that you manage the pivotal response needed to live a healthier, more successful life.

LOOKING FOR A GOOD WAY TO TEACH EQ?

BRAINS lives up to the TalentSmart motto, "No more boring training videos!" Plus, it comes complete with activities, leader materials, participant handouts and a lively, engaging video that showcases blockbuster stars and memorable historical events to illustrate EQ in action.

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ABOUT THE AUTHORS:

Lac D. Su, M.S. is the Director of Strategic Alliances for TalentSmart. He forms and manages relationships with key TalentSmart resellers and oversees large-scale organizational change initiatives. Lac's expertise is in emotional intelligence, cultural awareness, communication, decisiveness and adaptability. Lac has experience consulting to the public and private sectors, and holds a master's degree in industrial-organizational psychology.

Jean Greaves, Ph.D. is the CEO and cofounder of TalentSmart, the leading provider of emotional intelligence tests, product training and services. She coauthored The Emotional Intelligence Quick Book endorsed by the Dalai Lama, Stephen Covey and Ken Blanchard, among others. Dr. Greaves is an award-winning consultant and entrepreneur with twenty years' experience helping organizations and people to reach their potential. She specializes in challenging periods of rapid growth, with a third of the Fortune 500 having benefited directly from her expertise. She holds a Ph.D. in industrial-organizational psychology.

Travis Bradberry, Ph.D. is the President of TalentSmart and a recognized expert in emotional intelligence. He is the coauthor of the Emotional Intelligence Quick Book, as well as the Preferred Leader Assessment™ with Ken Blanchard. His work has been featured by Newsweek, MSNBC, The Washington Post, Glamour Health, Reader's Digest and major television and radio outlets including ABC, CBS, NBC, NPR and FOX. He holds a Ph.D. in clinical and industrial-organizational psychology.

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