



**Review
SMART 2 SMARTER – HIGH AND LOW SEQ**

Listed below are general characteristics of smarter people who display high and low SEQ. Feel free to add your own characteristics.

Adapted from *EQ for Everybody*, The EQ Institute. <http://eqi.org>.

A person with High SEQ – Thrive	A person with Low SEQ – Survive
Expresses feelings clearly and directly with three word sentences beginning with “I feel...”	Does not take responsibilities for feelings, but blames others for them.
Shares thoughts as feelings: “I feel like...” and “I feel that...”	Cannot say three word sentences starting with “I feel...”
Is not afraid to express feelings.	Cannot tell you why or how they feel, or cannot do it without blaming someone else.
Not hijacked by negative emotions: fear, worry, guilt, shame, embarrassment, obligation, disappointment, hopelessness, powerlessness, dependency, victimization, discouragement.	Attacks, blames, commands, criticizes, interrupts, invalidates, lectures, advises and judges.
Is able to read non-verbal communication.	Analyzes first. Ignores non-verbal communication.
Lets feelings lead to healthy choices.	Often begins sentences with “I think you...”
Balances feelings with reason, logic and reality.	Sends “you” messages disguised as “I feel” messages. For example, “I feel like you...”
Acts out of desire, not because of duty, guilt, force or obligation.	Withholds information, or is deceptive about feelings (emotional dishonesty). Can tell you the details of an event and what they think about it, but not how they feel about it.
Is independent, self-reliant and morally autonomous.	Not emotionally available. Avoids emotional intimacy. Plays the guilt-trip card to gain an edge.
Is intrinsically motivated.	Lets things build up, then reacts strongly to something relatively minor.
Is not motivated only by power, wealth, status, fame or approval.	Carries grudges, is unforgiving. Plays games, is indirect or evasive. Avoids or shifts responsibility: “What was I supposed to do? I had no choice! If only...”



Review (continued)
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A person with High SEQ – Thrive	A person with Low SEQ – Survive
Is emotionally resilient.	Does not tell you where you really stand with them. Is a poor listener, interrupts and invalidates.
Tends to feel optimistic, but is also realistic, and can feel pessimistic at times.	Overly pessimistic; may invalidate others' joy. Is uncomfortable to be around. Overly optimistic, being unrealistic and invalidating others' concerns/ fears.
Is interested in other people's feelings.	Exaggerates or minimizes feelings. Acts out feelings rather than talking about them.
Is comfortable talking about feelings.	Is insensitive to your feelings. Displays little empathy or compassion. Misses emotions being communicated. Focuses first on facts or their message, rather than emotional cues/climate.
Is not immobilized by fear or worry.	Holds distorted and self-destructive beliefs fueling fear.
Is able to identify multiple concurrent feelings.	Does not consider their own or other's feelings before acting or responding. Uses intellect to judge and criticize others; projects superiority, and has no awareness of how actions impact other's feelings or motivations.
Is comfortable with discomfort. Learns through vulnerability. Does not internalize failure for too long.	Is insecure, defensive and finds it hard to admit mistakes, express remorse or apologize. Acts inadequate, disappointed, resentful, bitter or victimized.
Uses intelligence of emotions to redirect courses of action.	Commits to courses of action, or rigidly holds onto beliefs despite new evidence.
Has social structures in place in roles of leader and follower.	Avoids social connections. Seeks substitute relationships, rules, structure, work or exercise to feel secure.