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Emotional Intelligence and Perceptual Positions

IN THIS ARTICLE we revisit the NLP model of perceptual positions, indicating the role of feelings and suggesting beliefs which are useful for each of these positions. We combine our findings with the Emotional Intelligence Framework.

The results of intelligence are plans and the execution of these plans. "Classic Intelligence" as measured by the IQ test looks mainly at how good people are at solving problems, of dealing with information. You analyze a problem and recombine the information to come up with a solution. In this context, rational thinking and logic are much appreciated.

"Emotional Intelligence" focuses on how people are able to get results; defining the process is somewhat more complicated. Indeed, to deal intelligently with an emotion one has to resolve a strange paradox: emotions are "unspeakable". Emotions are deep level structure, not surface structure, as Chomsky would put it. All we can do is talk "about" the emotion, describing how we are actually experiencing the emotion, or explaining the context in which the emotion occurs and how we interpret that context through our thinking. Not only is it difficult to communicate emotions; observation of another person's "non-verbal" behaviour provides only a partial answer, since we need to talk with the other person to be sure that we are interpreting this non-verbal information correctly. Still, here you are reading an article about intelligent emotion.

Here we propose a working or process description of intelligent emotion. Emotions are carriers of messages, or pointers to a judgment that preceded the awareness of the emotion. So talking and writing about emotions means analysing what emotions do to you and what can be done about them. Doing something about emotions means