



## Sensei IQ-EQ Assessment

**Dear Mushfikur**

We are delighted to provide you with your Sensei IQ EQ assessment report.

This report attempts to explore the way you prefer to decide and act, based on two important criteria, IQ (Intelligence Quotient) vs. EQ (Emotional Quotient). Those with a high IQ score uses the brain and those with high EQ score uses the heart in decisions and actions. There are other criteria such as left brain vs right brain, introvert vs extrovert, uniqueness, mutuality, purposefulness etc. and such aspects need to be considered for a more holistic view. However, since each of the parts contribute towards the bigger picture, exploring and dealing with the IQ vs EQ balance provides useful insights in understanding yourself.

Quotient	Preference
<b>IQ</b>	<b>50%</b>
<b>EQ</b>	<b>50%</b>

Lets examine the two aspects;

The IQ Aspect: If your IQ percentage score is high, you tend to use more of your brain in deciding and acting. Your thought process and reasoning is supported with information, formulas and processes. It is an indication on your reliance on IQ more than EQ. The danger of being over-reliant on this mode is that you may not consider emotions of people involved as well as yours in your decisions and actions. It will be difficult to get the buy-in of others and to motivate them due to the difficulty in emotionally engaging them due to the lack of emotional intent and connection. This may also hinder you listening to your inner-voice (sub-conscious mind), which may try to help you in deciding and acting.

The EQ Aspect: If your EQ percentage score is high, you tend to use more of your emotions in deciding and acting. Your thought process is influenced by your concern for others, own emotions and gut feel. It is an indication on your reliance on EQ more than IQ. The danger of being over-reliant on this mode is that you may not adequately consider information, formulas and processes in the decisions you make and action you take. It will be difficult to get the approval of senior leadership who rely on logical reasoning, financial justifications etc. This may also hinder you researching and connecting with others who are more technical in their orientation, thereby reducing the quality of the decision and effectiveness of execution.

Therefore, having a balanced IQ-EQ score would be useful, while jobs which are more technical in nature may require a higher IQ score and jobs which are more adaptive in nature may require a higher EQ score. It is also seen that good leadership requires a higher EQ score, which needs to increase as you go up the corporate ladder. However, it is important for each of us to determine the right IQ-EQ mix for our respective jobs based on these guidelines, as well as industry, technology, people, environmental and situational aspects, so that we can work towards developing the most useful mix for our current and potential roles.