

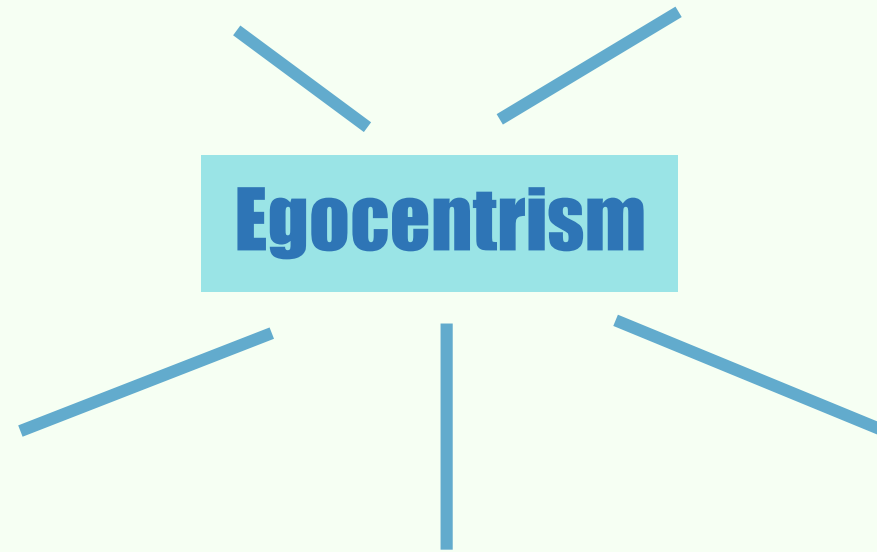


# **Part I**

## **Introduction to Egocentrism**

# Egocentrism: A Barrier to Social-Emotional Competence

(Lang, 2010)



# Egocentrism

(Lang, 2010)

**Egocentrism**



**Risky behaviors (e.g.,  
unprotected sexual  
behavior, etc.)**

**Unrealistic optimism**

**Poor peer relationships**

**Interpersonal problems**

**Health problems**



# Egocentrism: A Barrier to Social-Emotional Competence

26 - year - old

jobless

\$ from  
government for 3  
years



> 200  
application letters

master's degree holder

# Egocentrism: A Barrier to Social-Emotional Competence

26 - year - old

\$ from  
government for

years

I do not think I am a  
“straight-A” student with  
unsatisfactory social-  
emotional competence.

problems  
master's degree holder

# A mock interview was arranged for Mr. Leung.

When in a job interview or communicating with anyone, I will not consider a person if he does not make eye contact with me.



- **Empathy**: Understanding others and taking an active interest in others' concerns

(Goleman, Boyatzis, & McKee, 2002)

# A mock interview was arranged for Mr. Leung.

How do you spend your time while you are unemployed?

I hang around in the shopping center and 'hea'.



- **Service orientation:**  
Recognizing and meeting others' needs

(Goleman, Boyatzis, & McKee, 2002)



# A mock interview was arranged for Mr. Leung.

During the interview, your speech is unreasonable/nonsense. You say you 'hea' in the shopping center. This contradicts what you said previously that you are active and hard-working.



- **Organizational awareness:**  
Perceiving political relationships within the organization

(Goleman, Boyatzis, & McKee, 2002)



# A mock interview was arranged for Mr. Leung.

Mr. Leung didn't look at the interviewer when she was talking to him.



- **Conflict management:**  
Resolve disagreements

(Goleman, Boyatzis, & McKee, 2002)



# A mock interview was arranged for Mr. Leung.

You cannot just sit there and complain about others not giving you a chance. You must strive for your own chance!

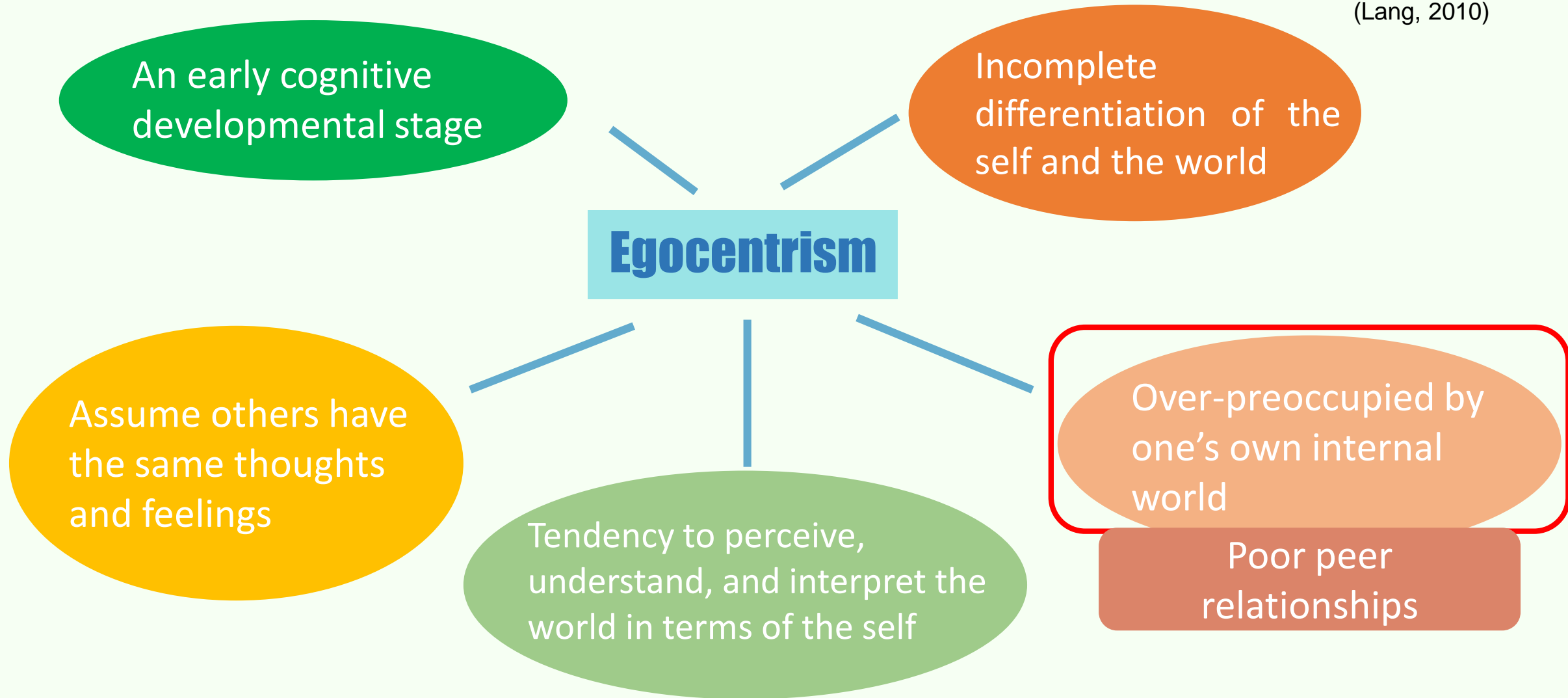


- **Change catalyst:** Initiate or manage change

(Goleman, Boyatzis, & McKee, 2002)

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# References

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- Goleman, D., Boyatzis, R., & McKee, A. (2002). *Primal leadership: Realizing the power of emotional intelligence*. Boston, MA: Harvard Business School Press.
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