

How To Develop Your Social Intelligence



One aspect of achieving success in life, that many people never think about or discuss is the idea of social intelligence.

Social intelligence is described in a book by Robert Green, called *Mastery*, as “the ability to see people in the most realistic light possible”.

Social intelligence is about reading other people and working out the reasons why they behave the way they do.

You can look at it as your ability to think from another person's perspective. Later, I want to look at this from their point of view.

When you have a "run in" with someone, irrespective of whether it is a heated argument or just a little disagreement, do you find yourself getting wrapped up in your own emotions and assuming a defensive position?

Or are you able to take the emotion out of the situation and put yourself in the other person's shoes, in order to see the world as they see it?

Most people opt for the first option, not because they want to, but because they do not realise that there is a better, more rewarding option.

As you develop your social intelligence, you will find that you naturally become more persuasive and appealing to people of all kinds of personality types.

Therefore, instead of trying to force your ideals and opinions onto someone who's view of the world doesn't match yours, you can alter your approach to appeal to their nature. It doesn't mean you have to sacrifice your own beliefs and adopt theirs. It simply means that you choose to suppress your opinion because you know it is a useless battle to enter.

For example, if someone is ranting and raving about a political or cultural issue, and you don't agree at all, you let them sound off and hold your opinion to yourself. You can let them blow off some steam and just reply with something like, "I can see why that would be frustrating."

Again, you don't have to agree with them and compromise your own beliefs, but you also are not required to share your opinion.

Something very powerful happens when you choose this approach. You get to study and examine how this person thinks, what makes them tick, what makes them get emotional. You can use all of these triggers as ammo when you are dealing with them in the future.

Once you have this information, you can adapt your approach when you deal with them in the future. If you need a favour, or if you have to do a project with this person, you will be in a much stronger position to persuade them and speak/ behave in ways that will win them over.

So, the next time you come across someone who 'rubs you up the wrong way' or has a difficult personality, use it as an opportunity to enhance your social intelligence and you will gain more personal power than you had before. This power will only continue to grow the more you use it!



So, Let's take a look at this from the other persons perspective. Today, we have to practice social distancing, which is a discipline that we all have been advised to practice.

Why do some people decide that they will not behave in a socially responsible way.

We can use emotional intelligence to perhaps find an answer. In order for social intelligence to work, the person practicing it must have a level of emotional intelligence to want to grow this power in the first place.

Emotional intelligence is a positive and individual trait which centres on an ability to recognise our emotions, understand what they are telling us and realise how our emotions effect people around us. Our emotions dictate our behaviour.

When we combine a low emotional intelligence quotient with low social intelligence power, we often get to see self-serving or opportunistic behaviours that may go against our personal values.

To grow as individuals, we can develop our social intelligence. To develop it into a superpower, we should combine it with developing our emotional intelligence.

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