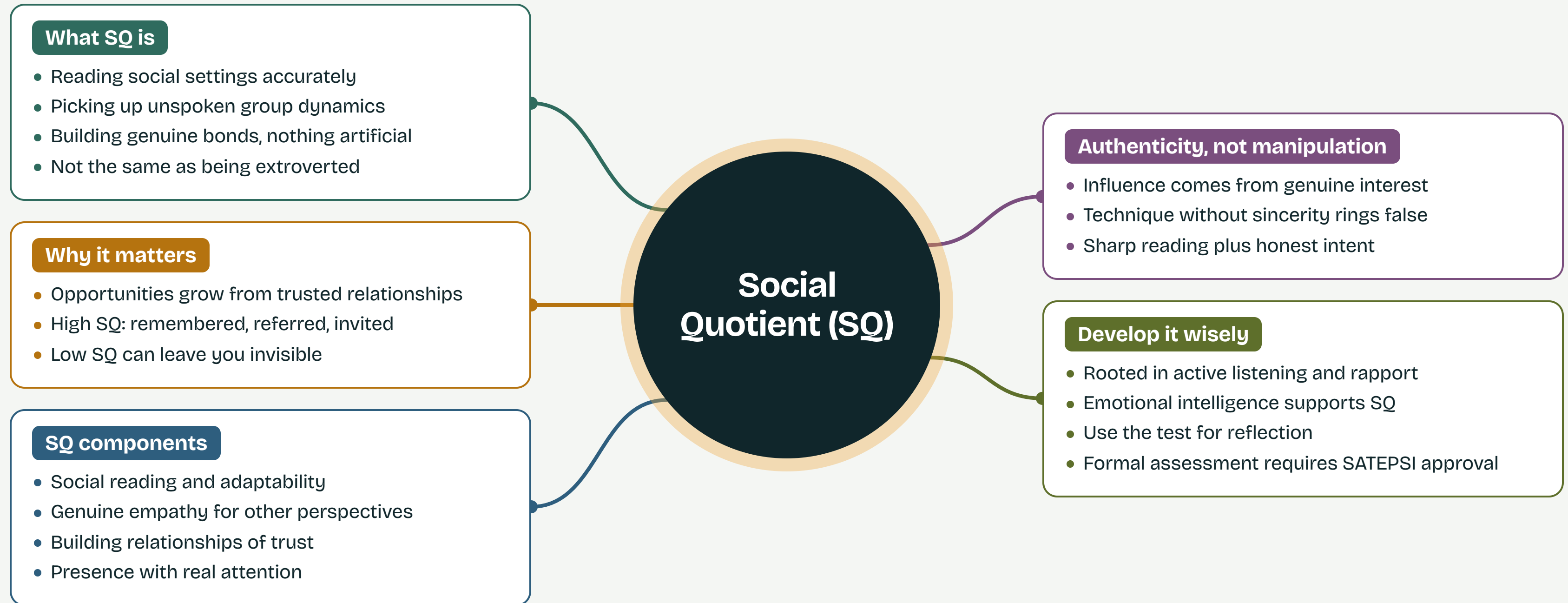


Social Quotient: read the room and influence authentically



Action plan

1

Read the mood and dynamics before asserting yourself

2

Practice active listening before trying to speak well

3

Ask questions and remember what people tell you

4

Nurture relationships consistently, before you need them

Key takeaway

SQ means reading people and building trust with honest intent, not talking louder.