



Prova d'accés a la Universitat (2006)

Selectivitat

Anglès

Model 1

Read the passage carefully and answer the questions in English. USE YOUR OWN WORDS AS FAR AS POSSIBLE.

Time allowed: 1 hour and 30 minutes. Total score: 10 points.

Does 'emotional intelligence' matter in the workplace?

People who rise to the top of their field – whether it is psychology, law, medicine or engineering – are not just good at their jobs. According to a growing number of studies on professional leaders, they are also affable and optimistic.

In other words, it takes more than traditional cognitive intelligence to be successful at work. It also takes 'emotional intelligence,' the ability to control negative feelings such as anger and self-doubt, and instead focus on positive ones such as confidence and congeniality, claims psychologist Daniel Goleman.

In his book 'Working With Emotional Intelligence' (Bantam, 1998), Goleman focuses on the need for emotional intelligence at work, an area often considered more head than heart. Not only do bosses and corporate leaders need high doses of emotional intelligence, but every people-oriented job demands it too, Goleman argues. Also, whereas cognitive intelligence is relatively fixed, emotional intelligence can be built and learnt, he claims. Companies can test and teach emotional intelligence, and many employers are already beginning to do so, he says.

Studies of close to 500 organizations worldwide, reviewed by Goleman in his book, indicate that people who score highest on emotional intelligence measures rise to the top of corporations. 'Star' employees possess more interpersonal skills and confidence, for example, than 'regular' employees. And there are gender differences in emotional intelligence as well. It has been found that women score higher than men on measures of empathy and social responsibility, but men outperform women on stress, tolerance and self-confidence. In other words, women and men are equally as intelligent emotionally, but they are strong in different areas.

According to Goleman, 'emotional intelligence affects just about everything you do at work.' 'Even when you work in a solitary setting, how well you work has a lot to do with how well you discipline and motivate yourself.'

(From the press. Adapted)

Vocabulary: outperform (v) = to achieve better results

1. Say whether the following statements are TRUE or FALSE. Explain WHY using your own words OR finding evidence in the text. NO marks are given for only TRUE or FALSE. (1 point)

- Work is an area often associated with cognitive intelligence rather than emotional intelligence.
- Only professional leaders need high doses of emotional intelligence.
- Emotional intelligence can be taught.
- Emotional intelligence does not affect people working in solitary settings.

2. In your own words and based on the ideas from the text, answer the following questions. (2 points)

- According to Goleman's research, who are the people who rise to the top of corporations?
- In what areas are women stronger than men as far as emotional intelligence is concerned?

3. Find in the text words or phrases which mean the same as the following (1 point):

- rage, fury
- requires, needs
- while
- surroundings, location



4) Finish each sentence so that it means the same as the sentence before it. (2 points)

- a) 'I'd hoped the job would be more exciting.'
The job wasn't as...
- b) 'You don't have a degree, so you can't have the job.'
I wish ...
- c) 'Her work really impressed me.'
I ...
- d) 'He has a very responsible job but he isn't particularly well-paid.'
Although ...

5. Choose **ONLY ONE** of the following options. (4 points)

Write a composition of 120-150 words on:

- a) Do you think a balanced life style is more important than earning a high salary? Explain.
- b) What are your personal priorities for the future? What would you like from a job? Explain.