

# The Third Q for the new manager

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In addition to Intelligence Quotient (IQ) and Emotional Quotient (EQ), there is a third Q that is becoming a key step on the corporate ladder. This is

► *A person with a high Et-Q rating will be self-assured without being*

can have a direct impact on a person's self-confidence, he argues.

"You will be surprised that when I ask a class of 300 students 'How many of you are confident?' less than

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