

**CQ: THE COMPETITIVE
EDGE FOR LEADERS
CROSSING BORDERS**

CULTURAL INTELLIGENCE™



Once upon a time, long ago...

'IF WE COULD
JUST TAKE THE
PEOPLE ISSUES
OUT OF THIS'



'IF WE COULD
JUST TAKE THE
PEOPLE ISSUES
OUT OF THIS'

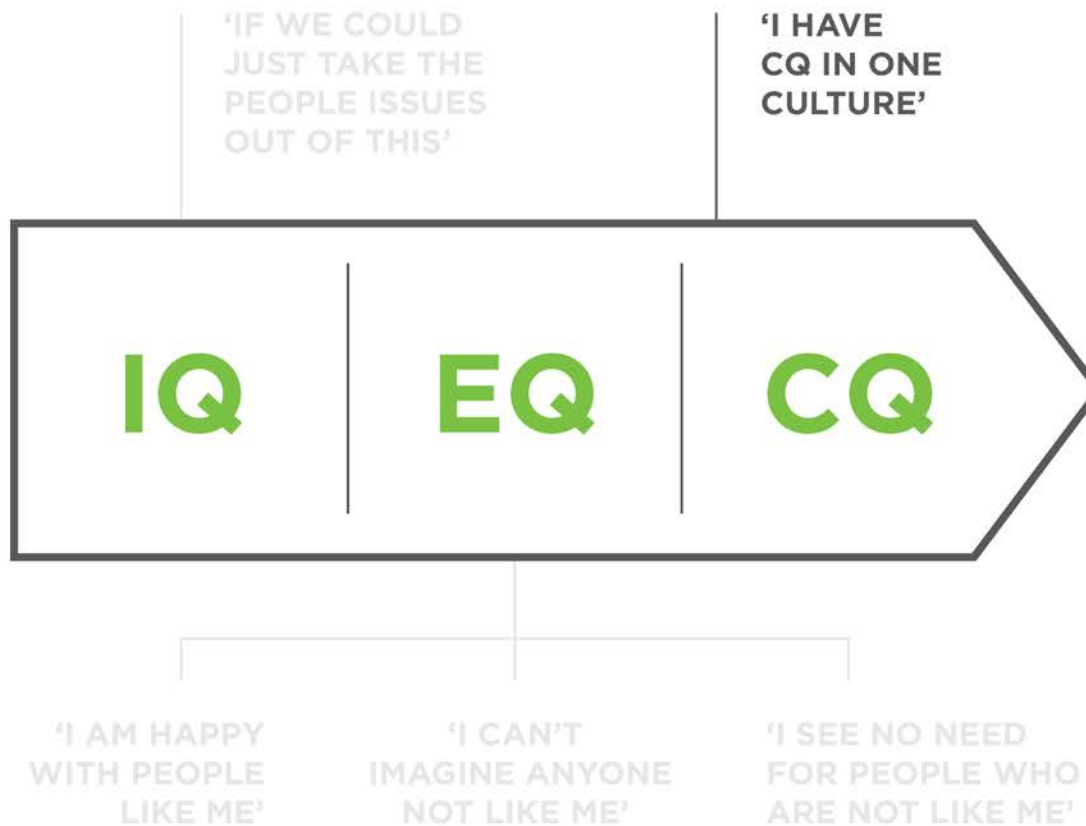
IQ

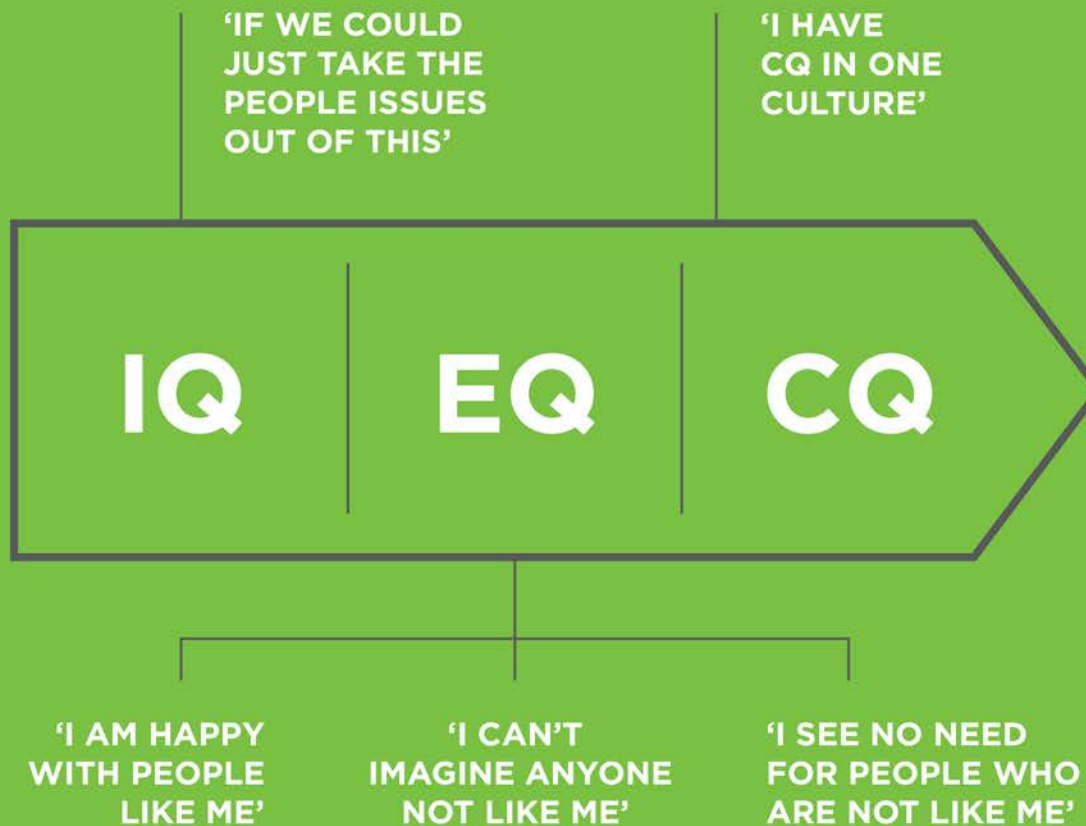
EQ

'I AM HAPPY
WITH PEOPLE
LIKE ME'

'I CAN'T
IMAGINE ANYONE
NOT LIKE ME'

'I SEE NO NEED
FOR PEOPLE WHO
ARE NOT LIKE ME'





IN THE FUTURE

IQ



SPOTTED

EQ



FAIL

CQ



PROMOTE

LEADING BEYOND AUTHORITY AND CQ



As you Lead Beyond Your Authority you will need Cultural Intelligence (CQ), the ability to cross divides and thrive in multiple cultures.

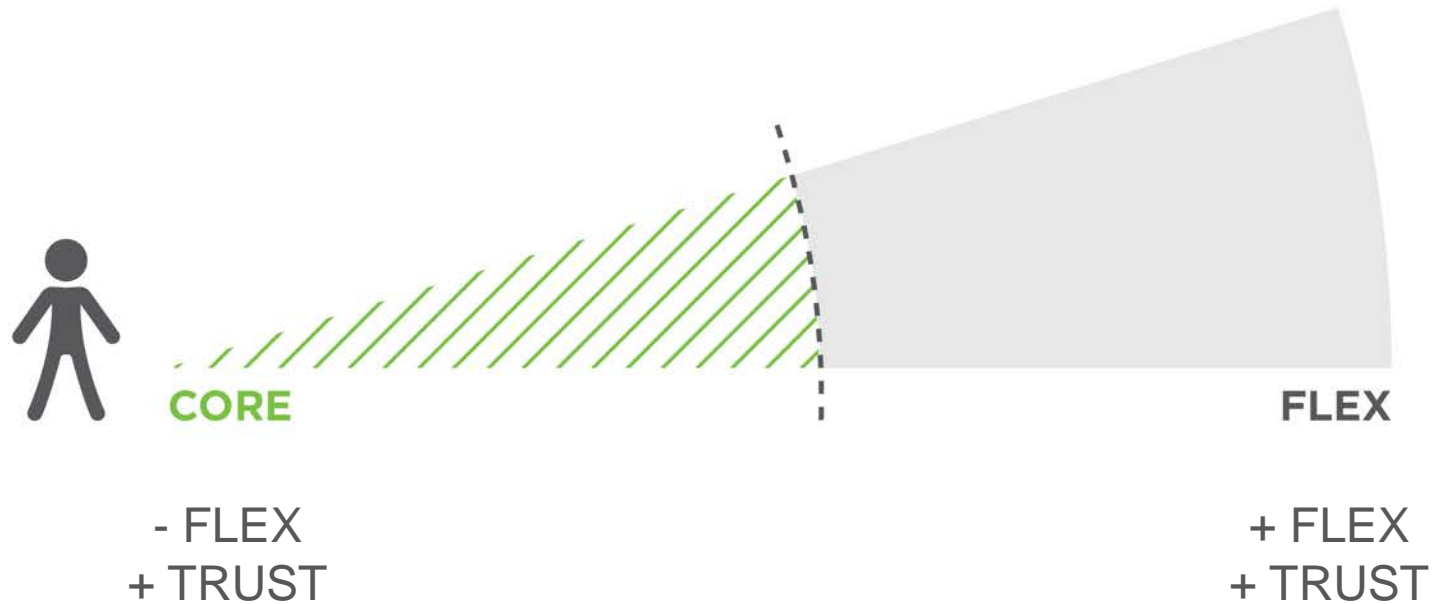
- In the outer circle you will need CQ a lot
- Ⓜ In the inner circles you will need more or less CQ depending on how homogenous your team or organisation is
- Ⓜ If everyone is like you, you won't need CQ at all. But are you sure they all are?

WHY DO I NEED CQ?

- COLLABORATION
- NETWORKS
- TRUST
- DEMOGRAPHICS
- URBAN MAGNET
- CONTEXT
- FLYING DEAD
- INNOVATION

How to Develop CQ

CORE AND FLEX



SPIRIT
SKILLS
CAPABILITIES
VALUES
BELIEFS
IDENTITY
BEHAVIOURS

ALL OF THE ABOVE

FOUR PREREQUISITES

- A DEEP INTEREST IN OTHER PEOPLE
- A DETERMINATION ABOUT YOURSELF
- THE STAMINA FOR AN ENDLESS JOURNEY
- STAND UP TO CULTURAL INTOLERANCE

ASEAN Leaders Programme



It's just the beginning...

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