

# **Trait emotional intelligence (TEIQue) as an individual performance influencing factor**

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*In the 1990's Salovey and Mayer introduced the concept of emotional intelligence and since then this field of psychology has gained path to management sciences. Among the many emotional intelligence models and tests K.V. Petrides' Trait Emotional Intelligence Model (TEIQue) examines what personality traits result and provide a picture of individual well-being, self-control, emotionality and sociability.*

*The Hungarian translation of the TEIQue test took place during spring 2011 and the validation process with András Göndör, associate professor of Budapest Business School started in June.*

*This paper will represent the first stage of the Hungarian validation results of TEIQue, examining future managers' emotional intelligence by analysing the relationship of university students' emotional intelligence and their academic performance at the Faculty of Economics.*

*Furthermore the paper intends to deal with the latest aspects of high performance and give an outline to how individual performance can be measured in service industry such as education or the hotel sector.*

*Keywords: personality traits, measuring emotional intelligence, TEIQue, individual performance*