

About the Partnering Quotient Assessment

Partnering Intelligence is a Learned Intelligence

Partnering skills are counter-intuitive to most of us. People have been educated, socialized, and rewarded for taking care of themselves. “Looking out for #1” is a mantra we hear in our society. In a partnership, you must shift your mind-set from looking out for yourself to looking out for your partner and yourself. This takes a different set of skills — a set that many people are uncertain and uncomfortable using.

Partnering Intelligence is also a situational intelligence. The more trust you feel in a relationship, the higher your Partnering Intelligence will be. In partnering situations, we typically revert to past behaviors that have proven successful. These past solutions may have met some short-term need; however, that need may no longer exist. Smart Partners want to understand the current situation and respond, using new and successful strategies. The PQ Assessment will help you identify past ways of resolving problems and provide options for new solutions.

Over the past few years, we have seen a rise in the average score of the Partnering Quotient Assessment. In the initial study of 640 international participants conducted in 1998-1999, the average score was 98.5. However, in the period from 2002 – 2004 we saw the average score shift to 102.0 with a $-1sd$ (standard deviation) of 91.3 and a $+1sd$ of 118.1. This is based on over 30,000 participants providing input online and in seminars and workshops worldwide.

We believe that, as people understand partnering and the skills that are needed to be successful at partnering, the average Partnering Quotient score will continue to rise. We know that partnering intelligence is a learned intelligence. Our data shows us that people are learning to be better partners, and their collective PQ scores are reflecting that fact.

The bottom line is no matter how you cut the statistics, most of us need to learn how to be better partners. If we are good, we can get better. If we're low, we can improve. All of us can learn to be smart partners.