



genos[®]
INTERNATIONAL



GENOS EMOTIONAL INTELLIGENCE SALES BEHAVIOR REPORTS

Salespeople high in emotional intelligence are able to reflect on their own emotions and adjust them to best fit with the buyer and situation.

They can anticipate and plan sales interactions to help ensure the buyer feels valued and confident.

Salespeople with high emotional intelligence are more capable of regulating their own emotions, adapting, and authentically connecting with the emotions of buyers to create positive and productive interactions.

REPORTS THAT MEASURE HOW WELL INDIVIDUALS DEMONSTRATE EMOTIONALLY INTELLIGENT SALES BEHAVIORS.

SELF
EMOTIONALLY INTELLIGENT SALES BEHAVIOR REPORT

Sally Sample
1 January 2021
Strictly Confidential

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SELF EI REPORT
How well an individual believes they demonstrate emotionally intelligent sales behavior, and how important they believe it is to do so.

180°
EMOTIONALLY INTELLIGENT SALES FEEDBACK REPORT

Paul Example
1 January 2021
Strictly Confidential

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180° EI SALES
How well an individual demonstrates emotionally intelligent sales behavior, how important it is to colleagues and customers that they do so, and qualitative comments from raters.

Contains: Feedback from Colleagues and Customers.

360° EMOTIONALLY INTELLIGENT SALES FEEDBACK REPORT

Sally Sample
1 January 2021
Strictly Confidential

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360° EI SALES
How well an individual demonstrates emotionally intelligent sales behavior, how important it is to colleagues and customers that they do so, and qualitative comments from raters. Customizable rater categories.

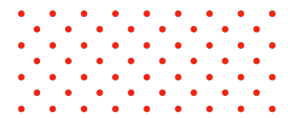
EMOTIONALLY INTELLIGENT SALES BEHAVIOR DEVELOPMENT TIPS WORKBOOK

Sally Sample 10 December 2020

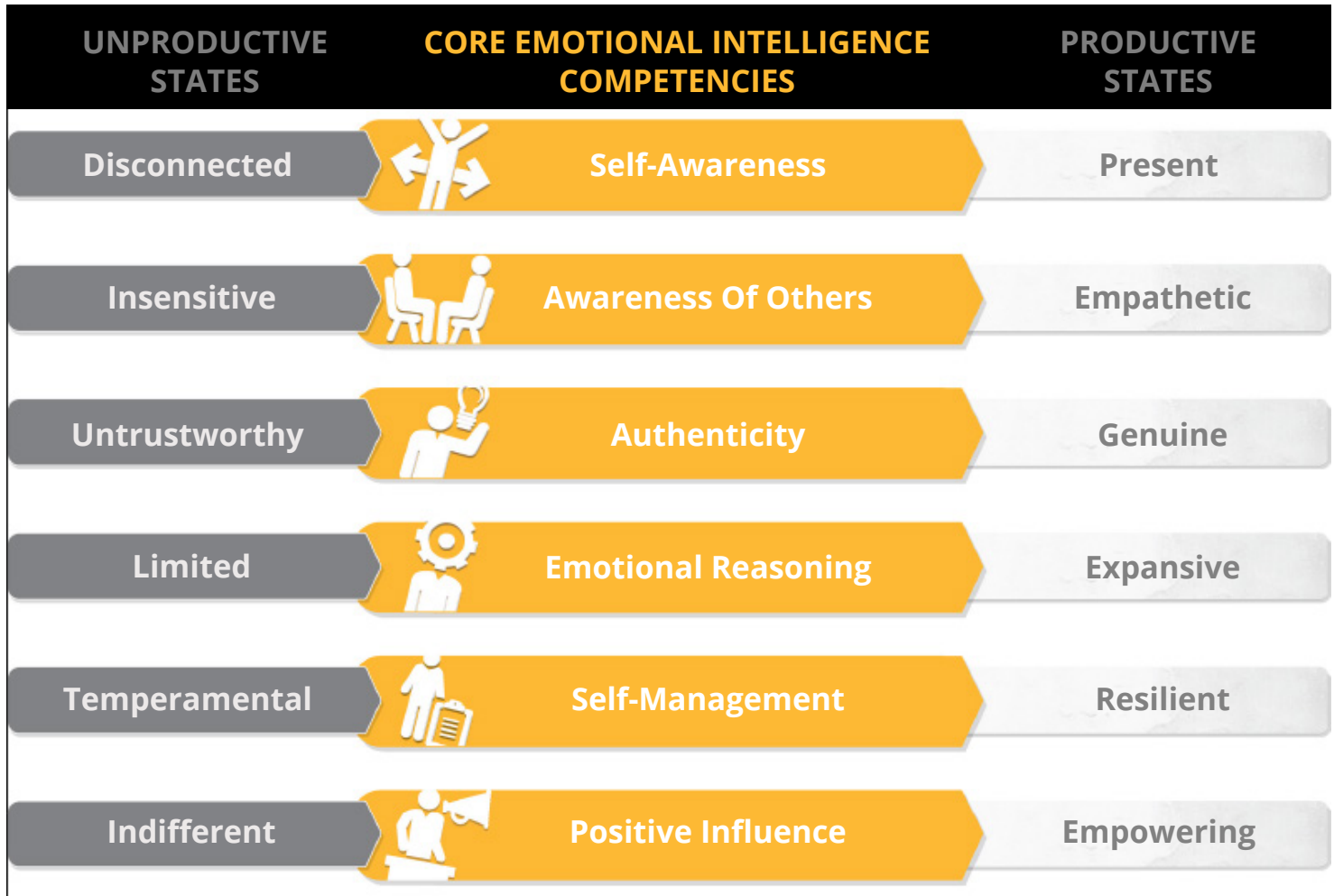
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EI SALES TIPS WORKBOOK
All Genos Reports come with a personalized Development Tips workbook consisting of actionable and effective techniques individuals can apply to develop their emotionally intelligent behavior.

KEY FEATURES OF THE REPORTS



The Genos Sales Reports utilize the Genos Workplace Model which comprises of a set of emotionally intelligent workplace behavior competencies. Competencies represent skills and behaviors, based on underlying abilities and experiences, that are measurable and observable. The Genos model looks at demonstrated emotional intelligence.



- Assessment results are easily accessible and presented either in PDF form or via our interactive Genos Digital Platform.
- Raters can provide free text responses for each competency allowing the participant to better understand responses on their emotionally intelligent behaviors.
- A color-coded analysis highlights areas of potential strength and development.
- Housed in a modern, responsive, online survey system. Raters can complete surveys on their phone, tablet, PC or Mac, anywhere, at any time.
- Each assessment includes a personalized introduction to EI Sales program and Genos EI Development Tips workbook for continued learning and development.