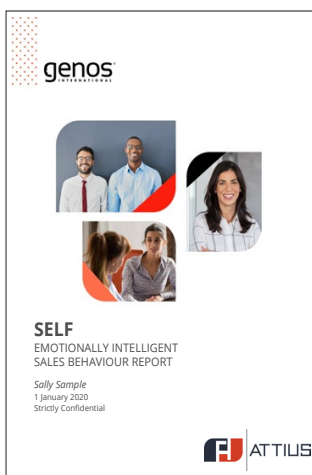




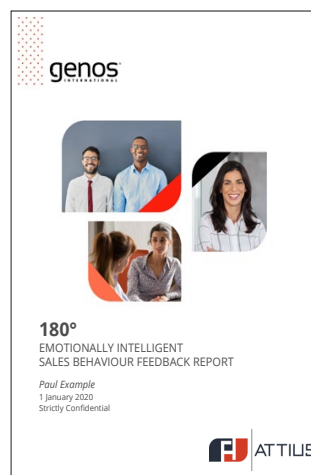
# GENOS EMOTIONAL INTELLIGENCE SALES BEHAVIOUR REPORTS

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.

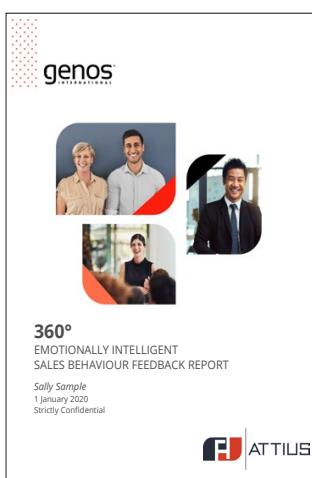
## THE GENOS EMOTIONALLY INTELLIGENT SALES SURVEY MEASURES HOW WELL INDIVIDUALS DEMONSTRATE EMOTIONALLY INTELLIGENT SALES BEHAVIOURS.



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



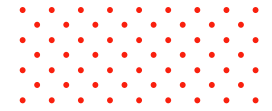
**180° EI SALES**  
How well an individual demonstrates emotionally intelligent sales behaviour, how important it is to colleagues and customers that they do so, and qualitative comments from raters.  
Contains: Feedback from Colleagues and Customers.



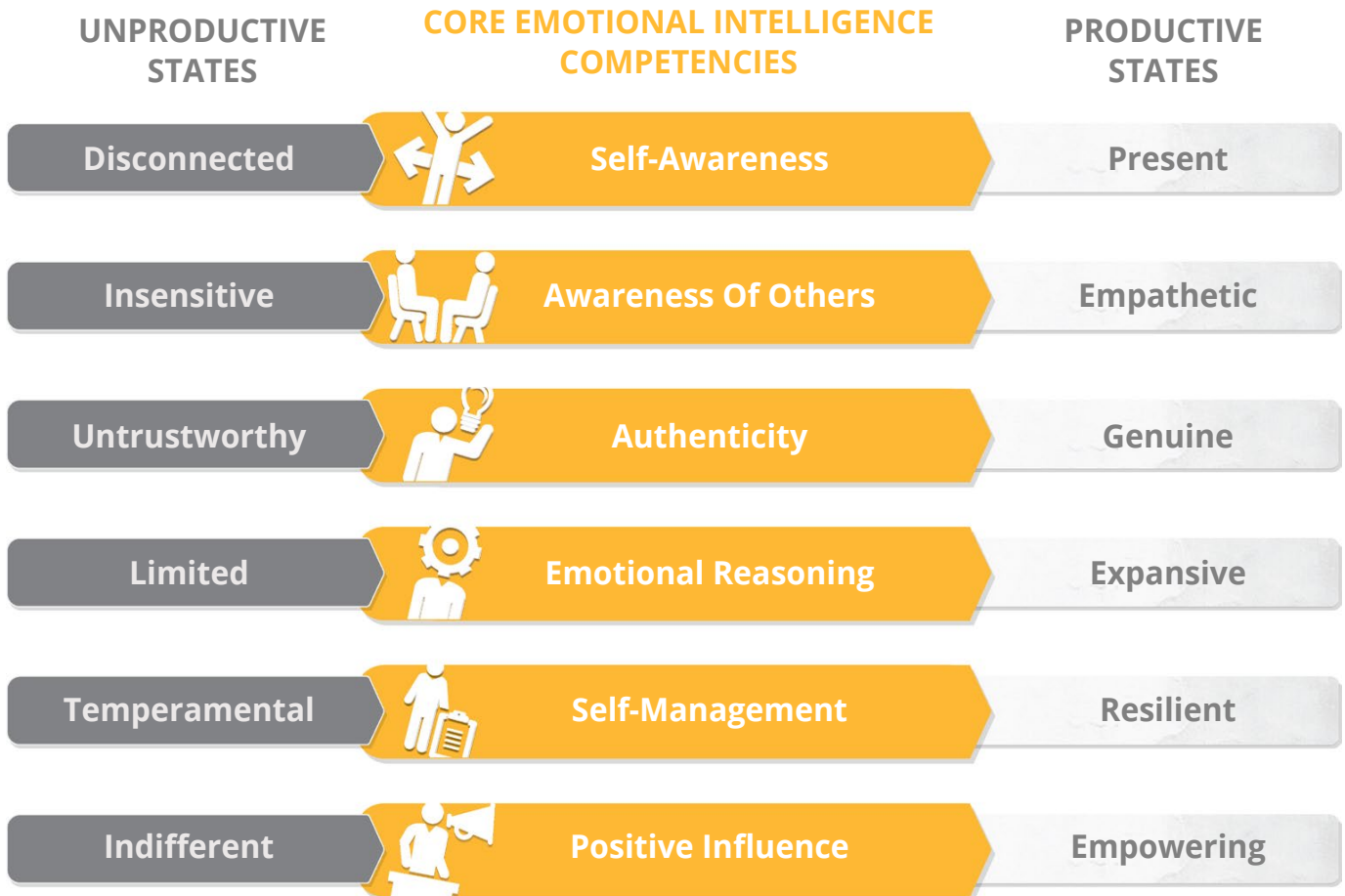
**360° EI SALES**  
How well an individual demonstrates emotionally intelligent sales behaviour, how important it is to colleagues and customers that they do so, and qualitative comments from raters. Customisable rater categories



# KEY FEATURES OF THE REPORTS



The Genos Sales Reports utilise the Genos Workplace Model which comprises of a set of emotionally intelligent workplace behaviour competencies. Competencies represent skills and behaviours, 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 behaviours.
- ✓ A colour-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 personalised introduction to EI Sales program and Genos EI Development Tips workbook for continued learning and development.

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