



# EQ-2: Emotional Intelligence Sales

**Report prepared for  
Sample Report**

**Date  
12/12/2013**

## **EQ-2™ Emotional Intelligence Index:**

The EQ assessment focuses on basic factors associated with emotional social skills. As such, it relates to self-communications and interacting in various social contexts. This assessment has an extensive list of questions.

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# Emotional Intelligence Inventory

Emotional intelligence counts more than IQ or expertise for determining who excels at a job -- any job -- and for outstanding leadership it counts for almost everything.

~Daniel Goleman~

In leadership positions 85% of the competencies for success lie in the EI domain, rather than in technical or intellectual abilities.

~Daniel Goleman~

People typically attribute the lion's share of their success personally and professionally to their mental intelligence or IQ. Research in psychology and human performance over the last twenty years indicates the mental intelligence does contribute to success BUT the far more significant intelligence that accounts for personal and professional success is emotional intelligence!

~Michael Rock~

**Emotional intelligence is the ability to perceive emotions, to access and generate emotions so as to assist thought, to understand emotions and emotional knowledge, and to reflectively regulate emotions so as to promote emotional and intellectual growth (Mayer & Salovey 1997).**

Emotional Intelligence is a way of recognizing, understanding, and choosing how we think, feel, and act. It shapes our interactions with others and our understanding of ourselves. It defines how and what we learn; it allows us to set priorities; it determines the majority of our daily actions. Research suggests it is responsible for as much as 80% of the "success" in our lives.

Research indicates that emotional intelligence can be seen measurable differences directly associated with personal and professional success. Some of the areas include:

- Communication
- Decision making
- Leadership
- Sales
- Teamwork
- Productivity/performance
- Relationship satisfaction
- Customer Service
- Conflict Management
- Overall effectiveness

EQ is based on an internal loop. It begins with awareness of emotions and temperament. It continues on through understanding and moves towards discipline and management. After the initial personal cycle, it connects to the emotions of others. Emotional intelligence recognizes feelings and responds in an appropriate, focused way. These abilities heighten personal performance, empower relationships, and direct teamwork in a more result oriented manner.

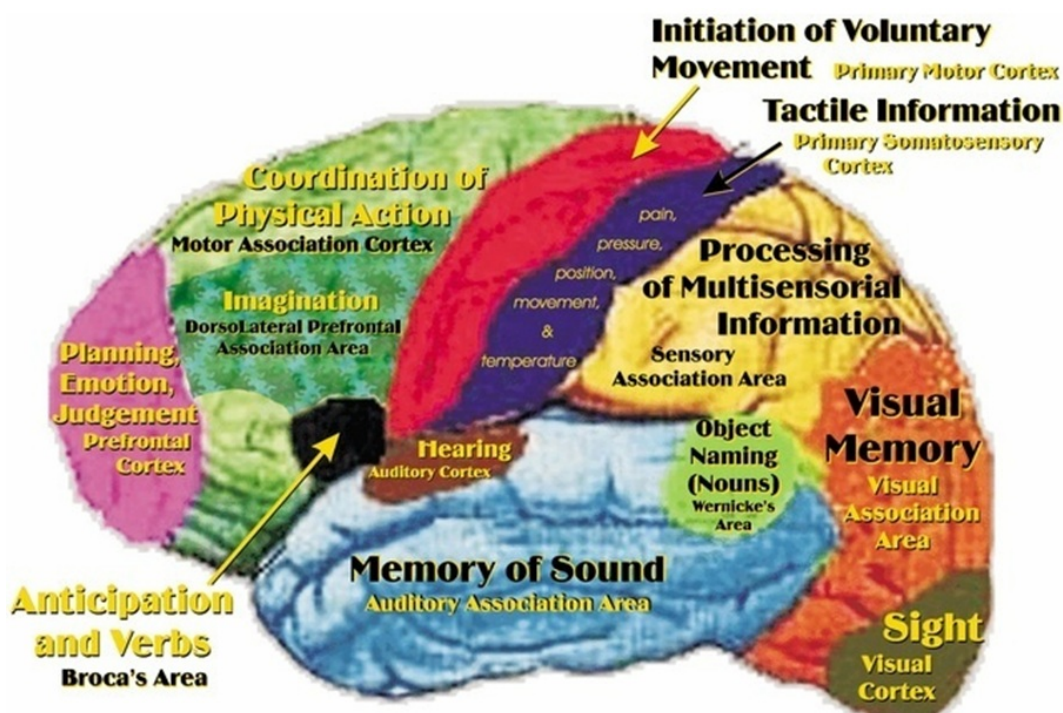
The Emotional Intelligence Index reviews four (4) basic areas and twenty (20) key competencies. Within each area (and competency), there is a particular score and an overall score. The Index is predicated on the abilities to recognize, understand and manage emotions (intrapersonal communication); and the ability to recognize, empathize, and relate to others (interpersonal communication). The Emotional Intelligence Test evaluates several aspects of your emotional intelligence and suggests ways to improve it.

Research indicates that emotional intelligence can be learned and is directly associated both with professional and personal success. This assessment serves to:

- Heighten awareness of the various areas of emotional intelligence
- Indicate relative strengths and weaknesses
- Provide a framework for i, personal and professional improvement



# 



**Attitude (At).** Attitude represents judgments and perspectives. These create a framework for viewing the world and acting. Positive, optimistic attitudes generate more favorable results.



**Communication (Co).** Communication presents the ability to relate and connect to others in a savvy, productive way. This is fundamental in developing both personal and professional success.

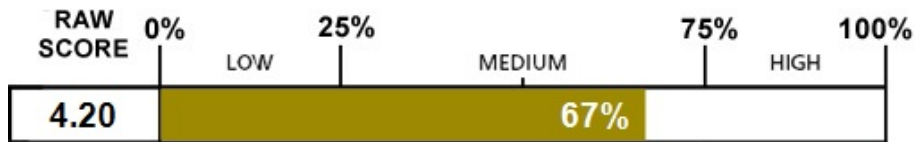


**Confidence (Cf).** Confidence communicates realistic expectations of positive achievement. Projecting self-assurance allows colleagues to share these positive expectations.

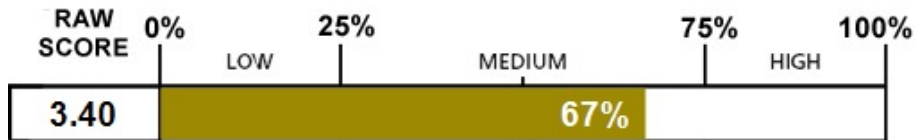




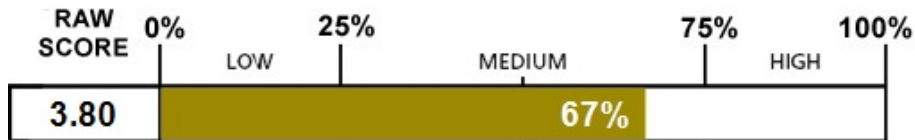
**Empathy (Em).** Empathy is the capacity to understand and relate to the emotions of others. It serves to develop rapport and resonance in relationships. Through this skill, connection can be established.



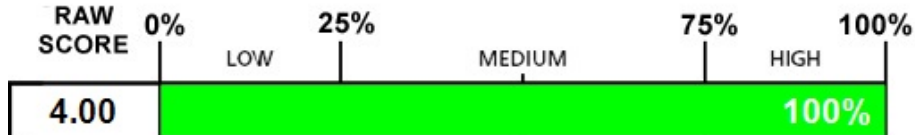
**Influence (In).** Influence is the ability to impact and persuade. It converts acquaintances into allies. Influence is both direct and indirect.



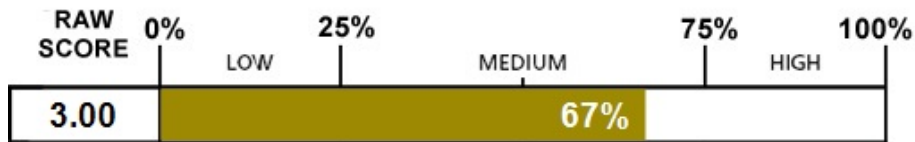
**Likeability (Lk).** Likeability is a foundational skill for developing credibility and influence. Those who come across as more likeable are afforded far greater power and latitude in performance.



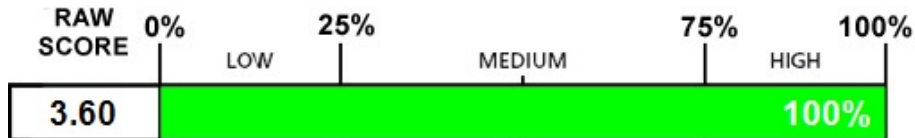
**Motivation (Mo).** Motivation is the ability to generate, sustain and conclude behavior(s). This skill is pre-requisite to generating performance and instilling a desired level of quality in that action.



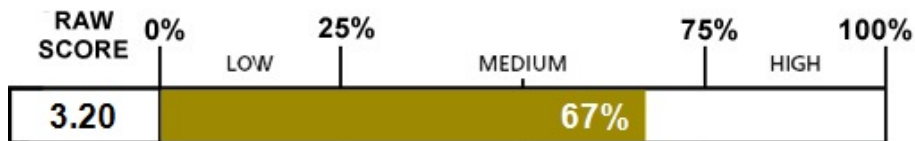
**Resiliency (Re).** Resiliency is the mental and physical recovery from setbacks. The capacity to move on from failure and disappointment to improvement and progress is essential to overcome obstacles.



**Stress Management (Sm).** Stress management determines the level of tension and fatigue. It directly correlates to health. Effective stress management transforms negatives to positives and challenges into learning.



**Time Management (Tm).** Time management focuses schedules and time budgets for optimal effect. This capacity focuses effort and attention to meaningful, hierarchical goals.



**Overall Emotional Intelligence score**

