



## **QUARTERLY CONVERSATIONS**

***The purpose of this revised quarterly conversation form is to serve as a guide to solicit conversation with your direct reports.***

### **What is working?**

**Benzeen Insight** - Random Location Report

The Random Location is vital Report, allowing precise tracking of vehicle parts in inventory. It enhances efficiency by ensuring quick retrieval and organized storage, helping meet customer demands effectively.

**Benzeen\_CRM** – Resolved various data-related issues, ensuring accuracy and consistency in the information displayed. Additionally, improved the user interface for better usability and aesthetics, enhancing the overall user experience.

### **What is not working?**

- Sometimes the development of the module's UI takes longer than expected, even when the functional requirements and coding are completed on time.
- While development may finish on time, thorough testing and debugging can extend the overall project timeline.

### **What core value do you believe you exhibit the most?**

I consistently demonstrate collaboration by actively listening, sharing knowledge, and prioritizing team success over individual goals to achieve collective results as a team player.

### **What core value do you want to focus on?**

I want to focus on being more sincere, ensuring that my actions align with honesty and integrity. I also aim to be more responsible, taking full accountability for my tasks and commitments.

## **What do you want to accomplish in Q4?**

- **Upcoming Reports on BENZEEN-INSIGHT**

We will generate insightful reports on BENZEEN-INSIGHT to analyze customer behavior and sales trends, helping identify growth opportunities.

- **360-Degree Customer View on BENZEEN-CRM**

A 360-degree view of each customer will be created on BENZEEN-CRM, consolidating all interactions and preferences for personalized engagement.

## **Discuss what you need them to accomplish in Q4**

## **What can I do better?**

Sometimes unclear requirements lead to delays in developing the module.  
Provide a requirement document for the necessary modules.