



TTI Emotional Quotient™

*"He who knows others is learned.
He who knows himself is wise."
—Lao Tse*

Bryan Duncan

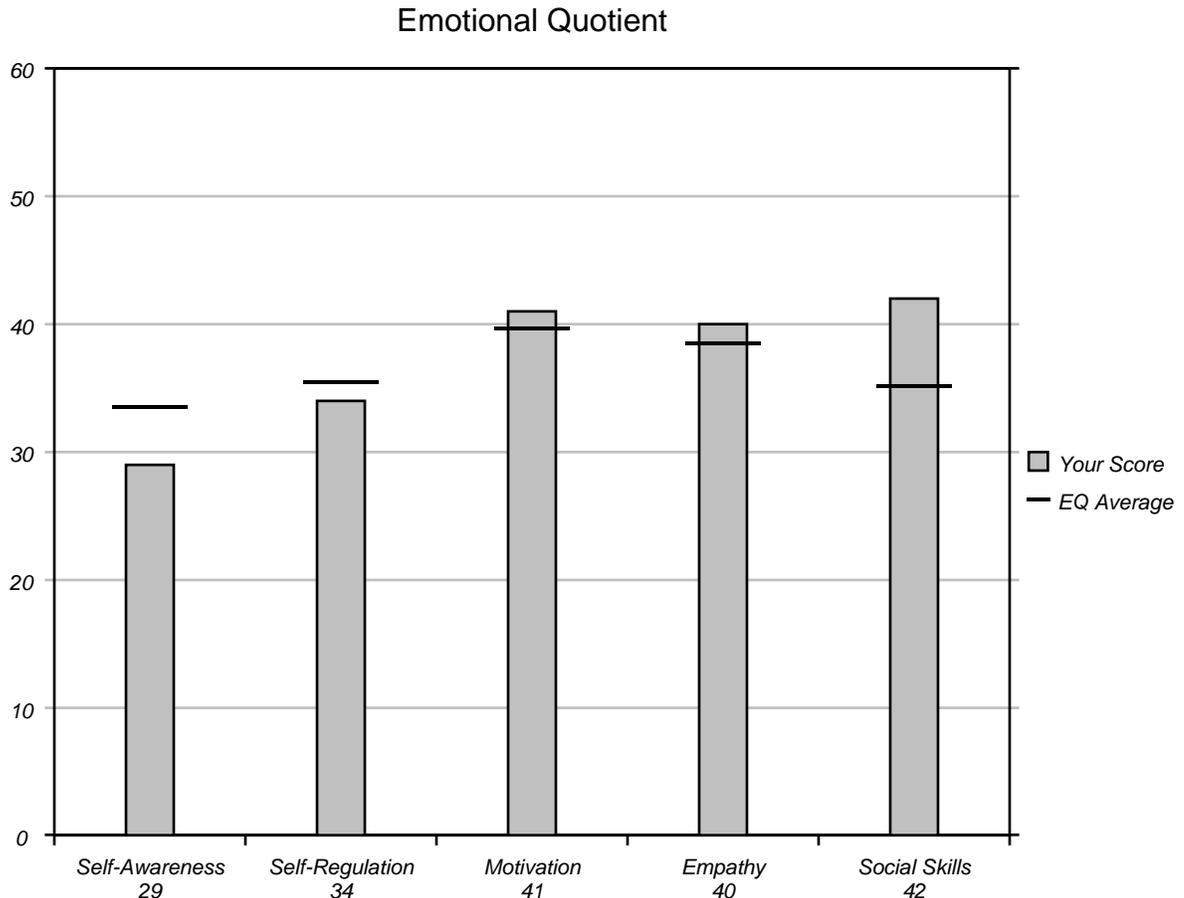
Sales Rep
ABC Company
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EMOTIONAL QUOTIENT ASSESSMENT RESULTS

The Emotional Quotient (EQ) is a measure of your ability to sense, understand, and effectively apply the power and acumen of your emotions and the emotions of others in order to facilitate high levels of collaboration and productivity. Your overall score on the Emotional Quotient Assessment indicates your level of overall emotional intelligence. The higher the number, the more emotionally intelligent you are!

Your score on the EQ assessment was analyzed and is depicted in the graphics below. Your score is shown in gray, and the mean score for each subscale is shown by the black bar. If your goal is to raise your EQ, the components on which you have scored the lowest should be the focus of your development.





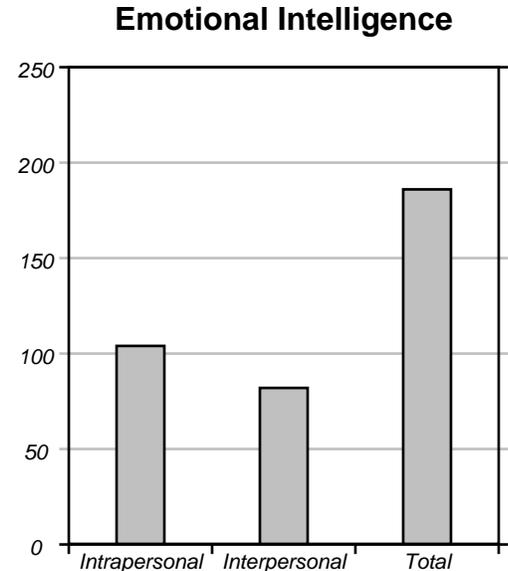
EMOTIONAL QUOTIENT SCORING INFORMATION

The sum of the Self-Regulation (SR), Self-Awareness (SA), and Motivation (M) subscales add up to represent your Intrapersonal Emotional Quotient. The sum of the Empathy (E) and Social Skills (SS) subscales add up to represent your Interpersonal Emotional Quotient. Your level of Emotional Quotient was calculated by summing the Intrapersonal and Interpersonal Scores.

Intrapersonal Intelligence is a component of EQ that refers to the ability turned inward. This is the ability to understand yourself. It is a capacity to form an accurate concept of yourself and to be able to use that concept to operate effectively in life. The higher your number, the more Intrapersonal Intelligence you have!

Interpersonal Intelligence is the ability to understand other people. This component of emotional quotient enables one to relate effectively to other people. One who is Interpersonally Intelligent can understand what motivates others, how they work and how to work cooperatively with them. The higher your score, the more Interpersonal Intelligence you have!

Score:	Scale:
29	Self-Awareness
34	Self-Regulation
+ 41	Motivation
= 104	Intrapersonal Emotional Quotient (SA+SR+M)
40	Empathy
+ 42	Social Skills
= 82	Interpersonal Emotional Quotient (E+SS)
= 186	Total = Emotional Quotient





INTRAPERSONAL EMOTIONAL QUOTIENT

Self-Awareness

The ability to recognize and understand your moods, emotions and drives, as well as their effect on others.

You are...	What this means...	What you can do...
<p>Low</p> <p>(29 or below)</p>	<p>You are not self-aware. You may find it hard to make decisions or express emotions. Because of your level of self-awareness, you may not have a realistic assessment of yourself.</p>	<ul style="list-style-type: none"> Practice self-reflection by recognizing your current emotional state. Have a family member describe your strengths and weaknesses to improve your ability to self-assess. To improve decision-making, look for behavioral trends and discuss with your mentor.

Self-Regulation

The ability to control or redirect disruptive impulses and moods and the propensity to suspend judgment and think before acting.

You are...	What this means...	What you can do...
<p>Average</p> <p>(32-42)</p>	<p>You have a moderate level of self-regulation. You are good at regulating negative emotions and allow yourself to experience positive emotions. You work well under pressure.</p>	<ul style="list-style-type: none"> Focus on events that provide a sense of calm or positive emotions. Choose a trusted friend to discuss how you deal with change and practice self-restraint. Discuss with your mentor opportunities to practice self-regulation.

Motivation

A passion to work for reasons that go beyond money or status, and a propensity to pursue goals with energy and persistence.

You are...	What this means...	What you can do...
<p>Average</p> <p>(34-44)</p>	<p>You have an average amount of motivation; procrastination can be an issue. You have the ability to seek out creative challenges.</p>	<ul style="list-style-type: none"> List your goals and post them where you can see them. Spend time visualizing the achievement of your goals. With your mentor, celebrate accomplishments that bring you closer to your goals.



INTERPERSONAL EMOTIONAL QUOTIENT

Empathy

The ability to understand the emotional makeup of other people.

You are...	What this means...	What you can do...
Average (34-43)	You have an average amount of empathy. While nobody would call you cold, you also do not allow others' problems to affect your emotions.	<ul style="list-style-type: none">● Break bad interpersonal habits, such as interrupting others.● Watch for body language for nonverbal messages being expressed.● Seek clarification from your mentor when attempting to read emotional responses.

Social Skills

A proficiency in managing relationships and building networks.

You are...	What this means...	What you can do...
High (41 or above)	You have exceptional social skills. You have an ability to find common ground and build rapport with others, are persuasive, effective in leading change, and an expert in building and leading teams.	<ul style="list-style-type: none">● Practice allowing others to take the lead so you can influence from a support role.● Because this ability doesn't come naturally to everyone, help others improve their social skills.● Extrapolate leadership wisdom and knowledge from your mentor to continue improvement with social skills.