

APQ for Emotional Intelligence (EQ) Development

EQ LEVEL 1.0: Psychologists tell us that the first step to self-improvement is self-awareness. The APQ primary personality traits show us who we are compared to everyone else.

EQ LEVEL 2.0: The APQ shows us which of the primary personality traits are extremely high (over 80%) or extremely low (under 20%). These extremes show us why we are so successful, but in many cases can be a “blind spot”. The APQ coaching reports shows us how to stretch from these “blind spots” when we need to for greater personal and/or professional success. These “blind spots” are independent of our job.

EQ LEVEL 3.0: The APQ compatibility chart compares applicants and employees to peak performers in numerous positions. The Sales Builder report shows the employee where they can stretch for better performance.

EQ LEVEL 4.0 (the highest level): APQ shows us which personality type we are: *Directive Driver, Expressive Communicator, Reflective Thinker, Supportive Helper*. The APQ Sales Builder Profile report shows us how to “stretch” towards the other personality types to have better relationships with teammates and customers and to sell more effectively to prospects.

THE FOUR LEVELS OF EMOTIONAL INTELLIGENCE (EQ)			
LEVEL 1	Basic EQ	Self Awareness	APQ – Identify and understand your personality style and extremes
LEVEL 2	Professional EQ	Self Management	Stretching your extremes to avoid blind spots
LEVEL 3	Sales/Relationship EQ	Role Management	Stretching anywhere you are outside the “ideal range” for your position
LEVEL 4	Influencer/Leadership Expert EQ	Relationship Management	Influence the relations with match/mirror and NLP techniques