



# BEHAVIORAL EQ<sup>®</sup>



## Concepts Guide & Self-Perception Questionnaire

### AUDIENCE:

Universal

### ASSESSMENTS AVAILABLE:

Paper Behavioral EQ Self-Perception Questionnaire

### USE:

Self-profiling for a convenient and inexpensive introduction to emotional intelligence and behavioral intelligence concepts.



### WHY DOES EMOTIONAL INTELLIGENCE MATTER?

Emotional Intelligence is a concept focused on how effectively people work with others. These Emotional Intelligence skills are unique from a person's technical skills and cognitive abilities. Multiple studies have shown that Emotional Intelligence competencies account for the difference between star performers and average performers, particularly in positions of leadership.

- An insurance company found the average policy sold by one group of agents is \$54K, while another group sold policies with an average of \$114K.
- The U.S. Air Force increased its ability to successfully predict recruiter success by three-fold and reduced recruiting expense by \$3 million.
- A study of more than 500 executive search candidates identified emotional competence as significantly better predictor of placement success than intelligence or prior experience. Findings were consistent in all countries and cultures.



Paper Behavioral EQ Questionnaire  
Online Behavioral EQ Profile Report

**Special Note:** The Behavioral EQ Concepts Guide can be packaged with the Paper Self-Perception Questionnaire or with an Online Self-Perception Profile.

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### PRODUCT DESCRIPTION:

TRACOM's **Behavioral EQ Concepts Guide and Questionnaire** combine the paper-based questionnaire with a self-study Concepts Guide to help an individual understand the fundamentals of Emotional Intelligence, measure their own abilities and improve their performance.

Using information from the questionnaire and Concepts Guide, participants can learn to recognize the meaning and importance of Behavioral EQ. In addition, they can recognize that everyone can improve their Behavioral EQ skills and begin to create an action plan focused on developing Behavioral EQ.

## ADMINISTRATIVE TOOLS AVAILABLE

Facilitation with the Self-Perception Behavioral EQ Administration Kit is a required resource for anyone using TRACOM's Behavioral EQ Concepts Guide and Self-Perception Questionnaire. It provides everything necessary to enable someone to teach an introductory Behavioral EQ session.

### THE ADMIN KIT INCLUDES:

Facilitator Guide • Behavioral EQ Concepts Guide and Applications Guide • Behavioral EQ Questionnaire • Wall Charts • Resource Tools including PowerPoint Presentation, Exercise Handouts, Participant Certificate, Evaluation Form, Supporting Research and Background Information

## TRACOM IS THE SOCIAL INTELLIGENCE COMPANY

### What is Social Intelligence?

Social Intelligence focuses on the three key personal success factors: Emotional Intelligence, Mindset and Behavioral Style. Through years of research and proven methodology, the TRACOM Group has helped millions of people better understand themselves and identify strategies for more positive outcomes and professional success.

TRACOM also offers SOCIAL STYLE assessments and courses to improve interpersonal effectiveness. Our Adaptive Mindset courses and assessments develop the resiliency and agility needed for the fast-changing global workplace.

Visit [www.tracomcorp.com](http://www.tracomcorp.com) for more information.



# BEHAVIORAL EQ®



## Concepts Guide Contents

### INTRODUCTION

- Emotions, Behavior, and the Brain
- Behavior – The Key Component to Behavioral EQ
- The Importance of Behavioral EQ

### THE BEHAVIORAL EQ MODEL®

- Emotional Intelligence – Self
- Behavioral Intelligence – Self
- Emotional Intelligence – Others
- Behavioral Intelligence – Others
- The Complete Behavioral EQ Model

### YOUR BEHAVIORAL EQ SELF-PERCEPTION RESULTS (PAPER QUESTIONNAIRE)

- Emotional Intelligence – Self
- Behavioral Intelligence – Self
- Emotional Intelligence – Others
- Behavioral Intelligence – Others

### IMPROVING YOUR BEHAVIORAL EQ

- How Accurate is Self-Perception?
- How to Improve Your Behavioral EQ
- What to Work On: Emotional Awareness or Behaviors?

### BEHAVIORAL EQ ACTION PLANNER

- Sample of a Completed Behavioral EQ Action Planner
- Behavioral EQ Self-Perception Items (Paper Questionnaire)
- How to Get Input from Others on Your Behavioral EQ

### SUMMARY

- References

### APPENDIX – ADDITIONAL RESOURCES

- The Importance of Behavioral EQ

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