The Success Profiler®
SOFT SKILLS

9 MILLION ADMINISTRATIONS
SOCIAL & EMOTIONAL INTELLIGENCE

Conver.
Components of the System

The Success Profiler®

The Success Profiler® is a systematic, research-based assessment and skill-building system designed to improve emotional intelligence.

Emotional intelligence is a learned ability to identify, explain, understand and express human emotions in healthy and productive ways. Our forty years of research shows that emotional intelligence skills are the primary factors for reducing problematic behaviors and increasing motivation, and the gateway to success in school, work, and life. The following profiles focus on the key emotional skills needed for success in nine critical areas related to personal success.

Change Profile – helps people adapt to change.

Customer Service Profile – improves ability to read, understand and service customer’s needs. (Corporate Version Only)

Emotional Intelligence Profile – designed to assess key emotional intelligence skills.

Leadership Profile – develops an openness to accept responsibility to develop the core foundation skills of leadership.

Learning Profile – designed to enhance the learning process so that new skills can be learned.

Assessment Component

There are nine core assessments and over 30 related assessments. Each assessment is designed to build a map of where the person is in relation to the particular success profile. Assessments are electronically scored and all results are presented and explained to the user. Users gain an understanding of where they are and where they need to go.

Skill Intervention Component

Each skill intervention contains approximately twenty-five short videos introducing key concepts with five hours of online instruction, supplemented with individual and group activities. Our instructor-led version can be used for more intense intervention. The skill interventions include:

- Interpersonal Assertion – teaches how to effectively use direct, honest, and appropriate expression of thoughts, feelings and behaviors in dealings with others.
- Interpersonal Awareness – improves ability for appropriate social, emotional, and physical distance in verbal and non-verbal interactions with others.
- Empathy – covers how to sense, understand, and accept another person’s thoughts, feelings and behaviors. Empathy is a primary characteristic of a skilled communicator.
- Drive Strength/Motivation – teaches core motivation and goal-setting abilities.
- Decision Making – improves skills in formulating and initiating effective problem-solving procedures. The ability to make decisions is a key ingredient of self-acceptance and positive self-regard.
- Time Management – covers how to organize and use time to further individual and career goals.
- Sales Orientation/Leadership – teaches the basics of how to positively impact and influence the actions of other people. The ability to influence others in a positive way is an important aspect of leadership/sales.
- Commitment Ethic – teaches how to complete projects and job assignments dependably and successfully.
- Stress Management – teaches how to manage stress and anxiety. Persons with skills in managing stress positively are competent managers of time and are flexible, self-assured, stable and self-reliant.
- Physical Wellness – covers step-by-step procedures to improve healthy attitudes and living patterns that are important to physical health and well being. Physical wellness is highly correlated to positive stress management.

Meet Christina. Christina is a senior in high school and she is thinking of a career as a health care provider. Christina is involved in several clubs at school and she works part time at a senior care center. She is dedicated and focused, but can easily get overwhelmed by the demands of school and work. She struggles with her decision making and time management skills, which is holding her back from reaching her full potential.

She’s an extremely hard worker who could be a star performer if she could just improve in these two critical areas. According to her score on Change Orientation, she is aware of her lack of decision making and time management skills and is open to specific skill training in these two areas. Specific skill training would produce a star performer in a very short period of time.
Management System

All assessments and instruction are self-administered and electronically integrated into our management system, eliminating the expensive and time-consuming activities of assigning, scoring and reporting results. Program accountability is electronically built into the system.

The system assesses user skills... ...then scores, interprets and assigns skill-enhancement activities based on assessment results... ...and finally delivers skill-enhancement activities. Learned skills, if practiced, become habits in 21 days.

While doing all this, the management system is tracking, scoring, benchmarking, storing and printing information on each user in the system.