

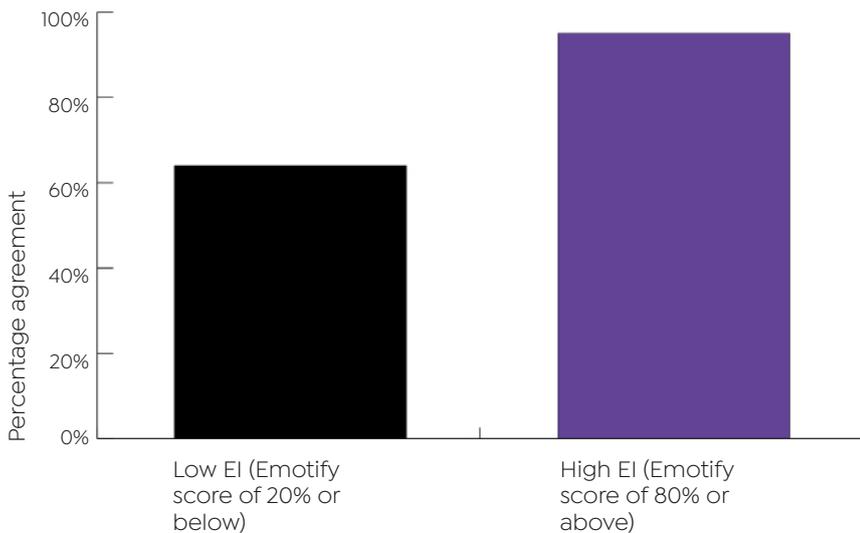
# EMOTIFY: EMPLOYEE PERFORMANCE AND FEEDBACK



Emotify - Revelian's game-based Emotional Intelligence (EI) assessment - has been shown to correlate with performance factors such as commitment to customer happiness, sales performance, stress management and conflict at work. We've also received strong positive feedback from candidates.

## EMOTIFY SCORES AND COMMITMENT TO CUSTOMER HAPPINESS

Revelian collected data from customer service representatives for an IT systems company. We asked them how much they agreed with the statement "I get satisfaction from making my customers happy" and compared it to their performance on Emotify.

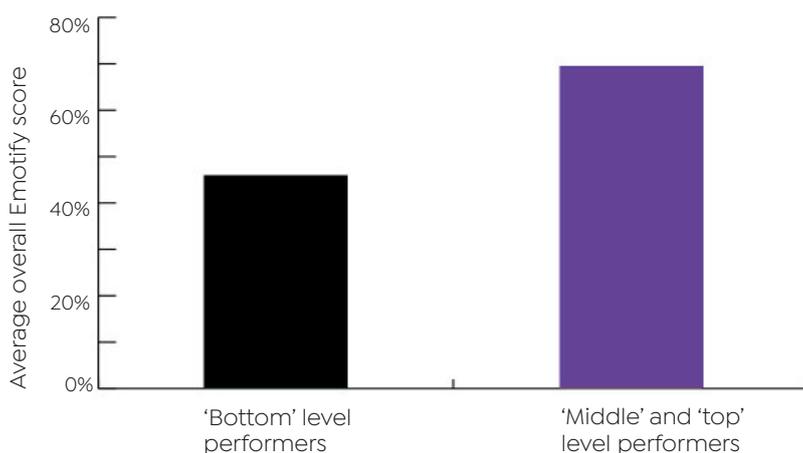


Those employees who received a low score on Emotify (20% or below) were less likely to agree with the statement.

Employees who received a high score on Emotify (80% or above) were more likely to agree that their customers' happiness was important to them, with 95% of this group agreeing with the statement.

## EMOTIFY SCORES AND SALES PERFORMANCE

In another study, Revelian collected data about the performance of call centre sales representatives working in a digital marketing agency.

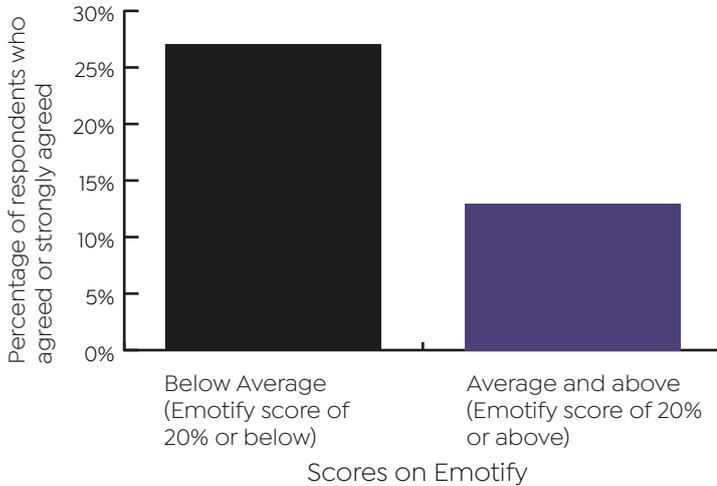


Those employees who were rated as 'top' and 'middle' level performers scored higher on average on Emotify than the 'bottom' level performers.

The research project showed that higher EI related to more sales on average per day, and those with higher EI stayed longer on calls with prospects and achieved more sales as a result of quality conversations.

## EMOTIFY SCORES AND STRESS MANAGEMENT

During the validation of Emotify, we asked 931 candidates if they agreed with the statement “I have a hard time making it through stressful events”. We then compared their responses with their scores on Emotify.



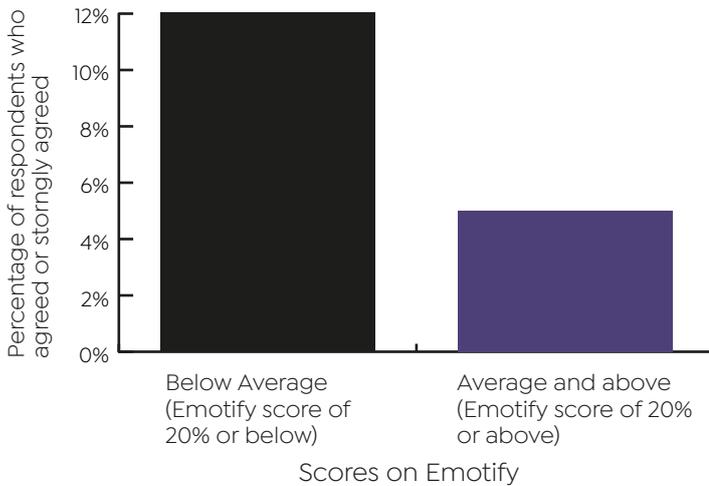
Those who scored less than 20% on Emotify were twice as likely to respond ‘Agree’ or ‘Strongly Agree’ to this statement (left column) than people scoring 20% or above (right column).

27% of the people scoring below 20% said they agreed or strongly agreed that they struggled with stressful events.

13% of the people scoring above 20% agreed or strongly agreed with the statement.

## EMOTIFY SCORES AND CONFLICT AT WORK

The same 931 candidates also responded to the statement “I experience a lot of conflict at work”.



Those who scored less than 20% on Emotify were more than twice as likely to respond ‘Agree’ or ‘Strongly Agree’ to this statement (left column) than people scoring 20% or above (right column).

12% of the people scoring below 20% said they agreed or strongly agreed that they struggled with stressful events.

5% of the people scoring above 20% agreed or strongly agreed with the statement.

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### CANDIDATE FEEDBACK

80% of candidates felt Emotify offered a positive experience

91% felt comfortable completing Emotify

71% felt it was better than other pre-employment assessments

84% recommended that employers use Emotify.

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### CANDIDATE COMMENTS

“It was fun and interactive and employers are able to get a little glimpse of candidate’s emotional intelligence.”

“The questions were easy to understand and the timing is good.”

“Provided a greater level of thought without feeling stressful.”

“The game (is) excellent at determining a potential employee’s social skills.”

“They have a sense of relevance to most team situations.”