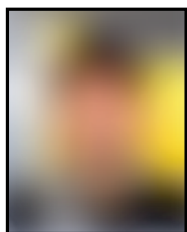


PERFORMANCE ENRICHMENT PROGRAM

PARTICIPANT ASSESSMENT REPORT

Participant Details

CHANDAN ANAND



DMS ID	: 1-159661103791	Age	: 35
ID Role	: Dealer Sales Consultant	Date of Joining	: 29-Jul-16
Dealer Group	: Ambay	Tenure with Renault	: 54 Months
Dealer Code	: Byja	Total Experience (in Yrs)	: 7
Dealer Name	: ABC Bareilly	Auto Experience (in Yrs)	: 3 years
Dealer City	: Bareilly	Qualification	: Masters - Arts & Science
Region	: Central	Online Assessment Date	: 04-Dec-20 (PV (Fr1 + TGS2))
Training Status	: RV-Skill	Virtual Assessment Date	: 17-Dec-20
Productivity	: 4.50	Virtual Assessment Attendance	: Present

Overall Result 2020

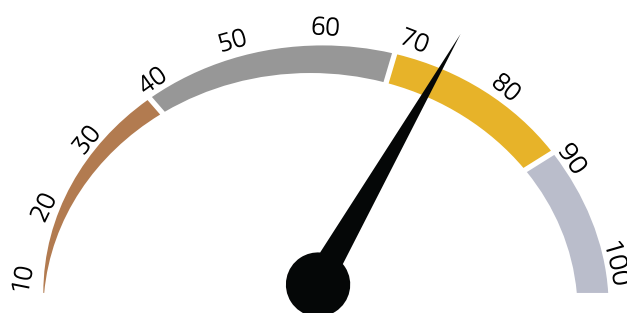
Overall Score: 73%

Score (2019): 63.5%

Rank at Dealership: 3

Nominated Count: 9

Rank Category: GOLD



Regional Rank: 63

Nominated Count: 469

Rank Category

Definition

Action Remarks



PLATINUM
90% - 100%

You have demonstrated excellent awareness and performed all of the skills required in a highly effective manner.

Excellent. Keep it up!



GOLD
70% - 89%

You have demonstrated good awareness and performed many of the skills in an effective and consistent manner.

Good as expected. You should focus on specific areas of improvement



SILVER
40% - 69%

You have demonstrated average awareness and performed some of the skills in a consistent and appropriate manner

Opportunity for improvement across multiple areas. Action as per above remarks

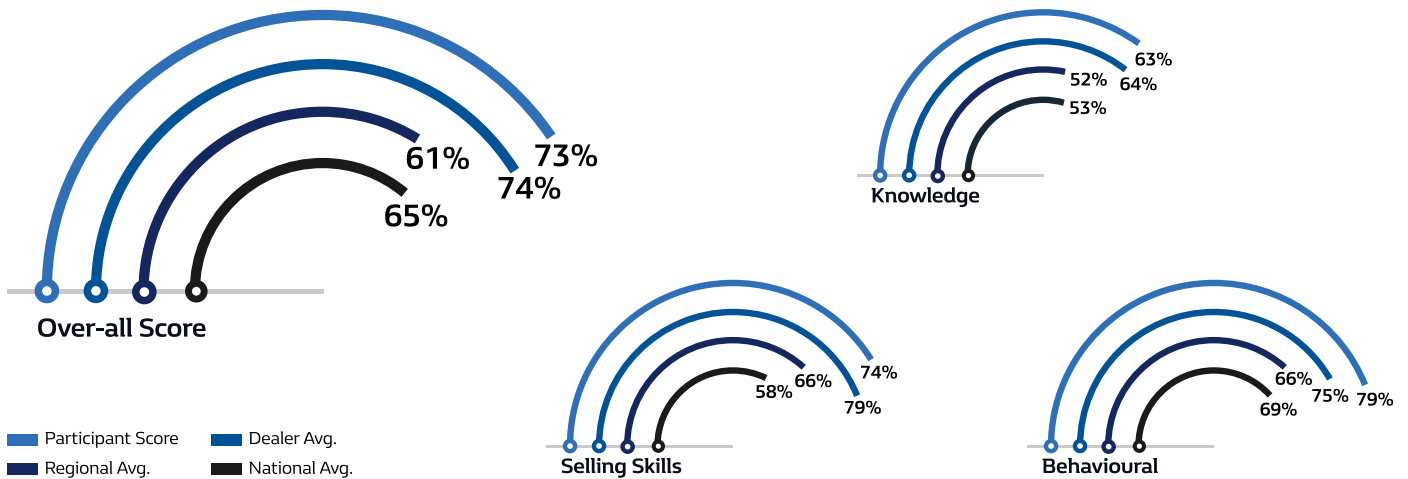


BRONZE
0% - 39%

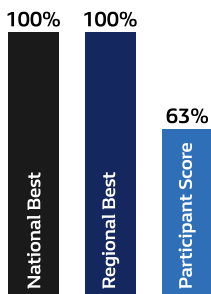
You have demonstrated limited awareness and performed all or some of the skills in a limited and inconsistent manner.

Improvement required immediately. SH & IDT responsible to ensure regular R-Learning module completion and personal attention for role plays and demonstration practice.

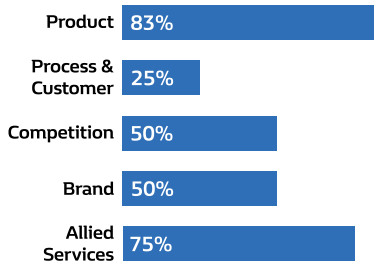
Participant Score v/s Dealer, Regional & National Avg. Score



KNOWLEDGE



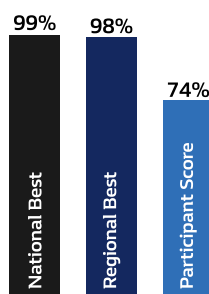
Parameter-wise Scores



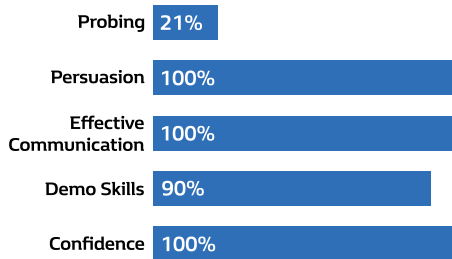
Actionable Remarks

- ✓ **Process & Customer:** Deficient, immediate improvement required. Refer R-Learning for required study material, then present to SH/IDT
- ✓ **Allied Services, Product:** Strength, keep it up!
- ✓ **Brand, Competition:** You are doing well! Improve the presentation aspect

SELLING SKILLS



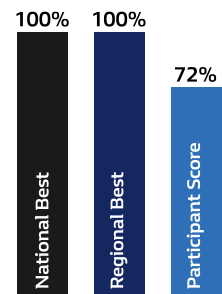
Parameter-wise Scores



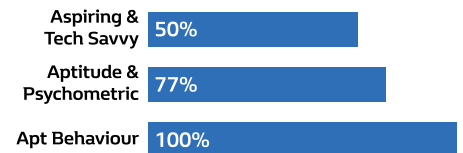
Actionable Remarks

- ✓ **Probing:** Deficient, immediate improvement required. Shadow during senior colleague's customer interaction. Practice demo with TL/IDT
- ✓ **Confidence, Demo Skills, Effective Communication, Persuasion:** Strength, keep it up!

BEHAVIOURAL



Parameter-wise Scores



Actionable Remarks

- ✓ **Apt Behaviour, Aptitude & Psychometric:** Strength, keep it up!
- ✓ **Aspiring & Tech Savvy:** You are doing well!

Assessor: MANOJ DAGAR

Note: The assessment report is based on the online and virtual assessments. The scores mentioned in the report are weighted average scores basis pre-defined criteria. The 2019 year score may not be available due to varied reasons. The remarks and suggestions are purely indicative, basis score category/observations. The participant shall continue his/her strive to learn and perform better. We wish you Happy Learning & Good Luck ! Participant's photo as per profile picture captured and submitted by them during online assessment. Virtual Image check status: "Accepted"