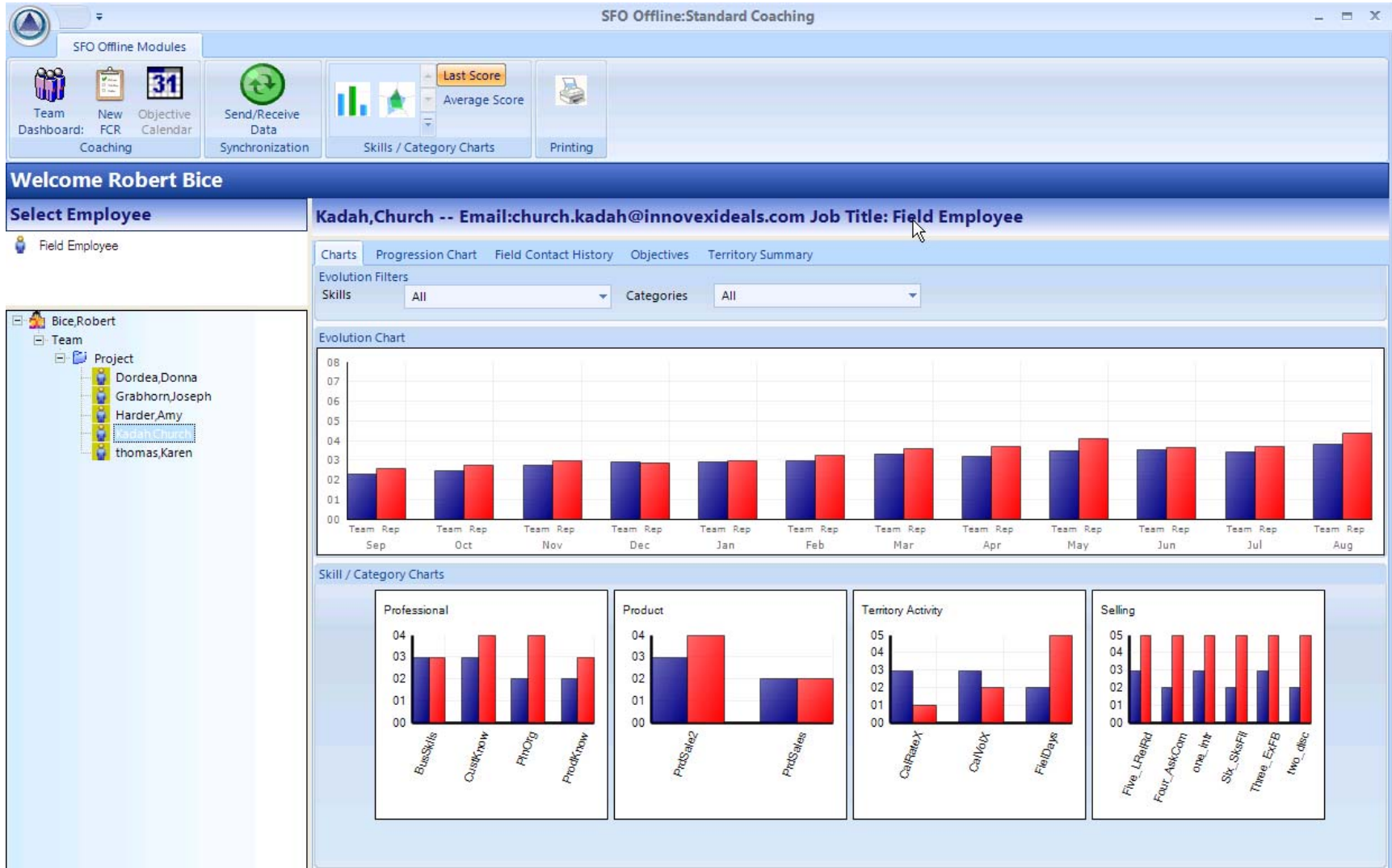


# Innovex Inn Insight

## Individual Rep Dashboard (Primary Care Sales)



# Field contact report

## Assessment of the coaching areas/items

### Qualitative



Welcome Robert Bice

Select Employee

Field Employee

Field Contact Report

Adding FCR for Kadah, Church

FCR Type: Full FCR

FCR Date: 08/06/2008

Duration: 1 Day

Objective History | Observed Behaviors | Comments and Sign Off | Frozen Territory Summary

Skill	Category	Score	Set Score	New Objective
Professional	Planning and Organization		Set Score	New Objective (1)

Behaviors

Appropriate Sample Accountability management and record keeping. 100% reconciled, PDMA compliant  
Daily/Weekly/monthly administration is of a high standard, complete and on time  
Demonstrates effective use of SFA tool to manage the business in the territory  
Maintains and tracks future appointment bookings in-line with agreed routing schedule  
Maintains up to date Pre and Post Call notes  
Maximizes use of ?downtime? to enhance effectiveness (knowledge, skills and territory administration)  
Plans in advance and is clear about priorities

Observation: Please choose a score

Cancel

New Objective	Status	Due Date	Save	Cancel
Focus on understanding the GP surgery organisation structure	In Progress	8/15/2008	Save	Cancel

# Progress Overview

## Progress Chart (last 3 coaching sessions)



### Find Employees

A	B	C	D	E	F	G	H
I	J	K	L	M	N	O	P
Q	R	S	T	U	V	W	X
Y	Z						

[Show All Employee](#)

### Selected Item Details

First Name Church  
Last Name Kadah  
Email church.kadah@innovexideals.com  
Job Title Field Employee

### Legend

Manager  
 Field Employee

### Select Employee

- Bice, Robert**
  - Team
    - Dordea, Donna
    - Grabhorn, Joseph
    - Harder, Amy
    - Kadah, Church
    - thomas, Karen

Dashboard

Charts

Field Contact History

Objectives

Field Contact Report

Territory Summary

Progression Chart

[Show Printer Friendly View](#)

Progression Chart: Kadah, Church | Job Title: Field Employee | Email: church.kadah@innovexideals.com | Manager: Bice, Robert

Skill: Territory Activity

