

The Research Centre of the Faculty of Economics
cordially invites you to a research seminar
on **Friday, 21st April 2017**
at **12 p.m.** in room **P-201**
at the **Faculty of Economics, University of Ljubljana**

Authors:

dr. Selma Kadić-Maglajlić, School of Economics and Business, University of Sarajevo
red. prof. dr. Irena Vida, Faculty of Economics, University of Ljubljana

will present the article:

“Clarifying the influence of emotional intelligence on salesperson performance”

“Although existing research acknowledges the importance of emotional facets in business relationships, the role of emotional intelligence is poorly understood in the literature on salesperson performance. This study explores the linkages among emotional intelligence, relational selling behavior, and salesperson performance. Drawing on the ability view of emotional intelligence and highlighting its conative facet, the study posits that emotional intelligence affects salesperson performance through relational selling behaviors. Findings of study offer new insights to sales and marketing managers on how individual capabilities (such as emotional intelligence) can be transformed into high sales performance.”

You can register for the free seminar by phone (01) 58-92-490, or via e-mail:
research.seminars@ef.uni-lj.si by Thursday, 20th April 2017.

You can find all information regarding future research seminars on following link:
http://www.ef.uni-lj.si/raziskovanje/seminarji_in_konference

We look forward to seeing you!

