

# Employee Engagement | Day in the Life

## Insights into your workplace

Liam is Vice President with Contoso's financial group. He is responsible for sales of financial products at Contoso and oversees several field sales representatives across the country.

**9:00 AM**

Liam is reviewing regional sales performances for the quarter and is particularly concerned with the declining sales in key geographies.

**10:00 AM**

He calls an urgent meeting with his team and Human Resources. He learns that in a recent company survey, sales representatives felt they spent too much time in meetings.

**MEETINGS**

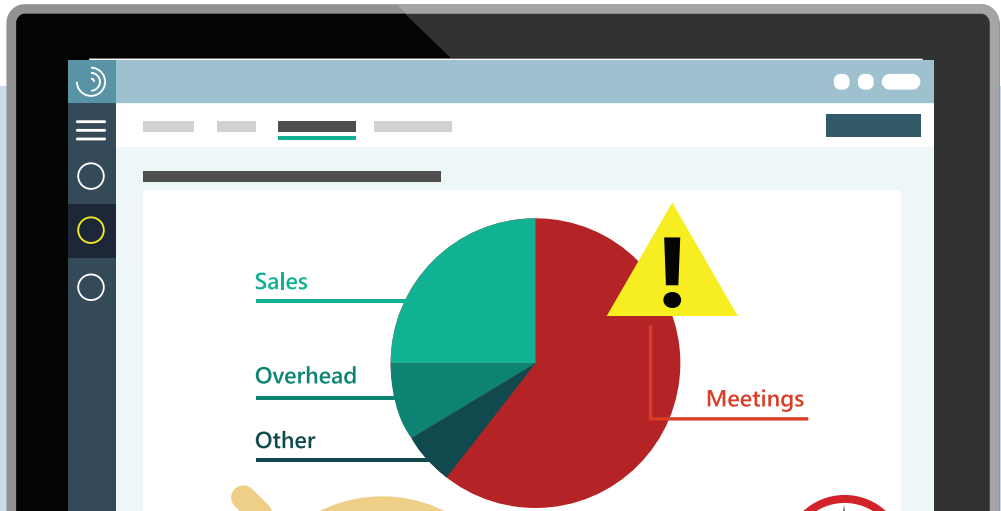
**SALES**

**10:30 AM**

After the meeting, he pulls a report from Workplace Analytics that shows the bulk of his sales team time was spent in internal communications.

**11:30 AM**

Liam pulls another report in Workplace Analytics and realises that his team does, in fact, spend a considerable amount of time meeting internally.



**1:30 PM**

Most spent their time interacting with various groups inside the company. It also appeared that they were disciplined about their 1:1 meetings with their managers.

**3:00 PM**

Armed with insights from Workplace Analytics, Liam puts together an action plan to help get his sales revenue back on track.

**4:30 PM**

Liam has a great meeting with his sales reps and gets input from them on using My Analytics to help them improve their productivity.

