

# FinxS® Sales 18 - Team (All Shotgun Maps)



This assessment is based on the responses given in the Extended DISC® Behavioral Assessment Questionnaire. This assessment should not be the sole criterion for making decisions about this team. The purpose of this report is to provide supporting information both for the manager and the team members in team development.

## (Group Name)

Organization:

(Organization)

Date:

11.05.2021



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## Introduction to the FinxS® Sales 18 Team Report:

This FinxS® Sales 18 Team Report is specifically intended to be used with your FinxS® Sales Capacity Assessment. It is designed to help you to better understand and further develop the skills of your sales team needs to successfully perform the 18 important competences for selling success as measured in the FinxS® Sales Capacity Assessment.

## How to use the FinxS® Sales 18:

This assessment identifies the natural, hard-wired DISC behavioral tendencies in the same 18 competences of selling success to allow you to discover the similarities and differences between the natural behavioral style and the current level of competence of your sales team as measured by FinxS® Sales Capacity Assessment. Each of the 18 competences is deconstructed into individual behavioral competences to allow for a very clear identification of the unique sales strengths and development areas.

Every behavioral competence shows an expectation score of "5". No one will ever score "5" on every competence. Rather, the expectation scores are the ideal, or target, scores that are compared against team members' natural behavioral styles.

Finally, it is highly recommended that you will review the results with a professional facilitator or a sales coach who has been trained to interpret this FinxS® Sales 18 together with your FinxS® Sales Capacity Assessment before you go through the results with your team. They have been professionally trained to interpret both assessments and the consequences of your combined results to develop a clear roadmap to success.



## Disclaimer:

FinxS® Sales 18 results should never, and in no circumstances, be used as the sole criterion to make decisions. It is not designed, and cannot be used, to make "yes-no" hiring decisions. One must always consider many other factors, such as skills, attitudes, intelligence, knowledge, education and experience that are not measured by this assessment.

(Group Name)

Organization:

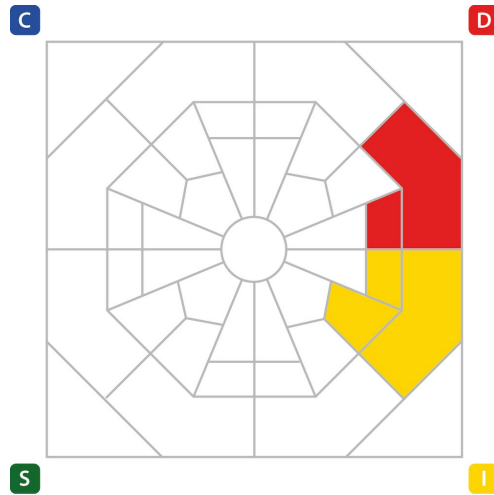
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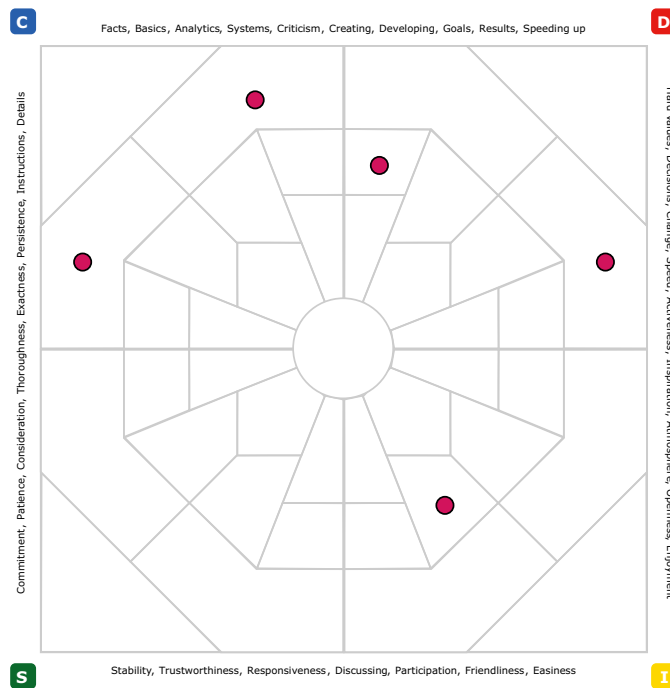
**Prospecting - Required Behaviors**

Below is the visual representation where the required behaviors to succeed with this competence are located on the Extended DISC® Diamond model.



**Team Members**

The below chart shows where the team members are on the Extended DISC® Diamond model.



(Group Name)

Organization:

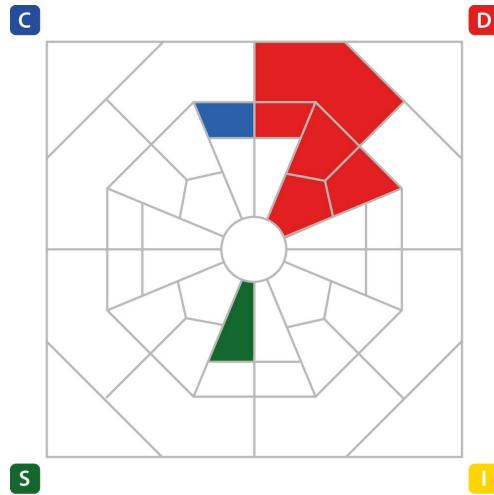
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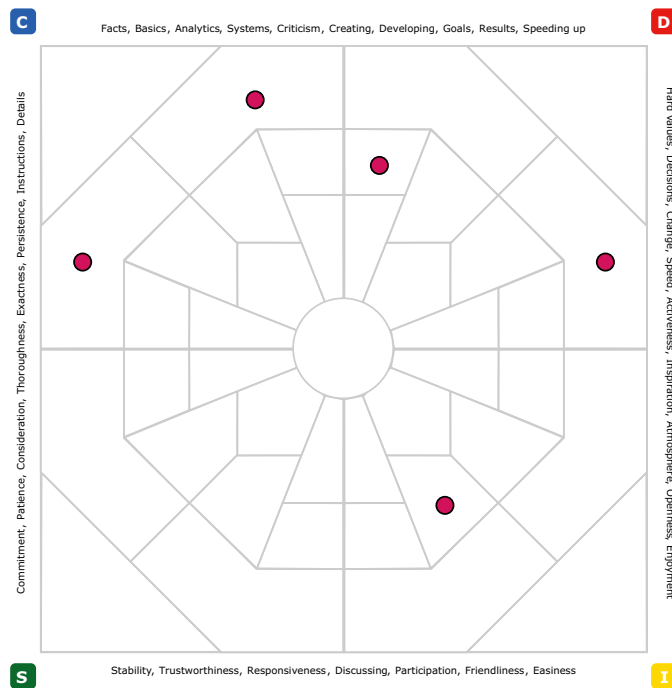
**Qualifying - Required Behaviors**

Below is the visual representation where the required behaviors to succeed with this competence are located on the Extended DISC® Diamond model.



**Team Members**

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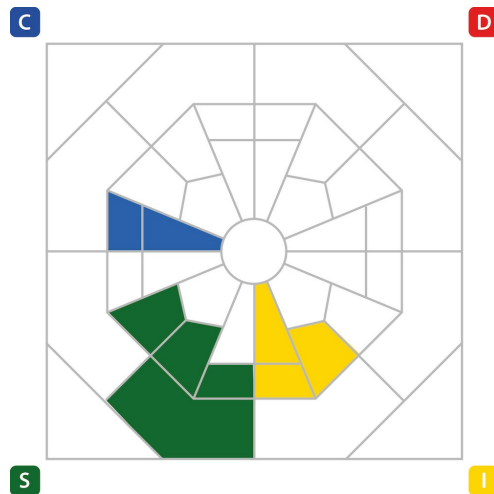
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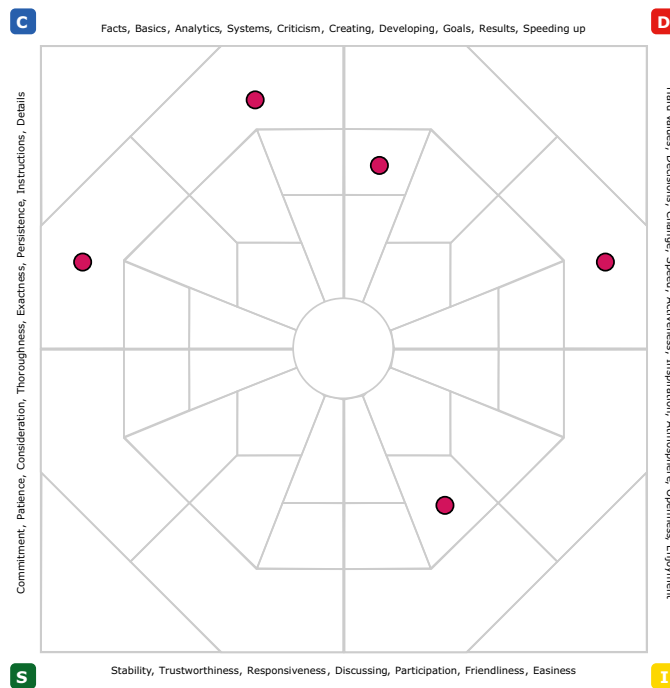
**Building Rapport - Required Behaviors**

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**Team Members**

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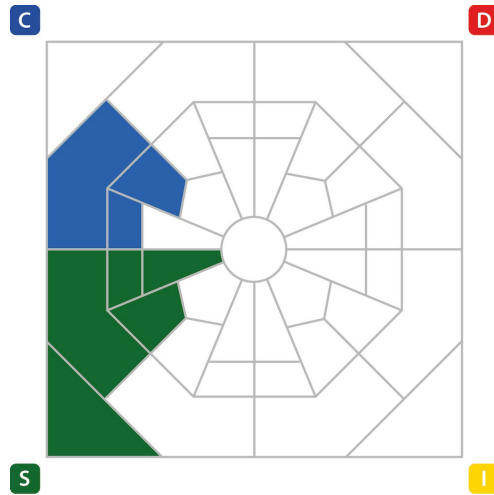
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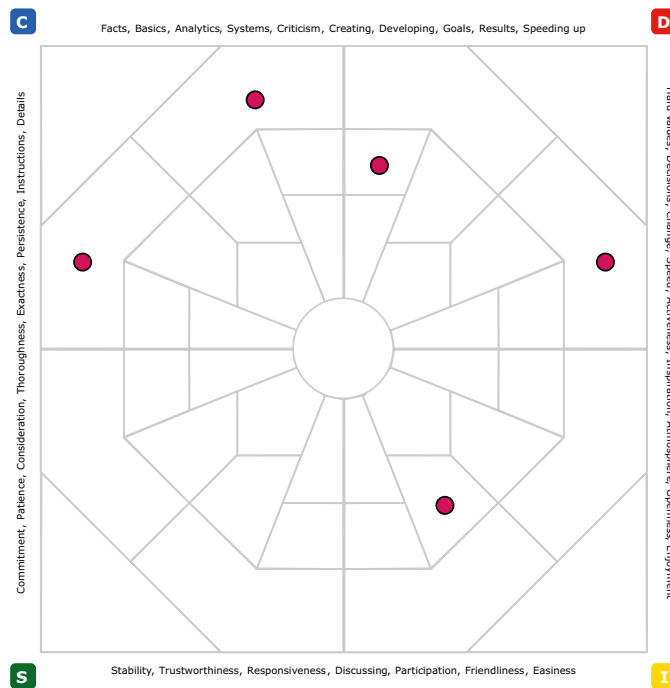
**Following the Sales Process - Required Behaviors**

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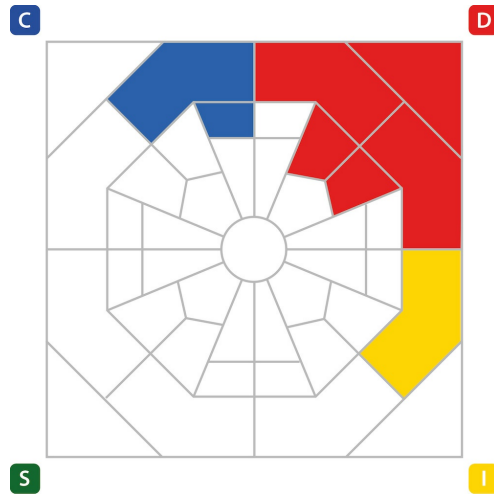
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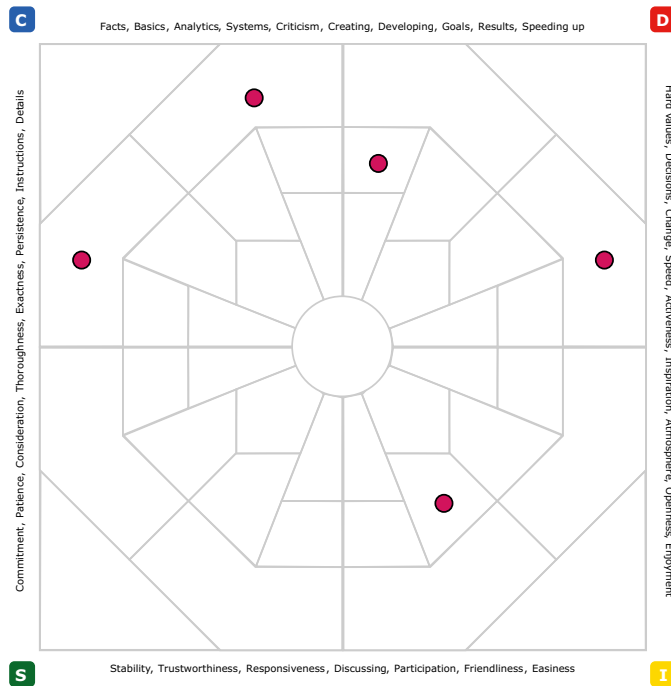
**Goal Orientation - Required Behaviors**

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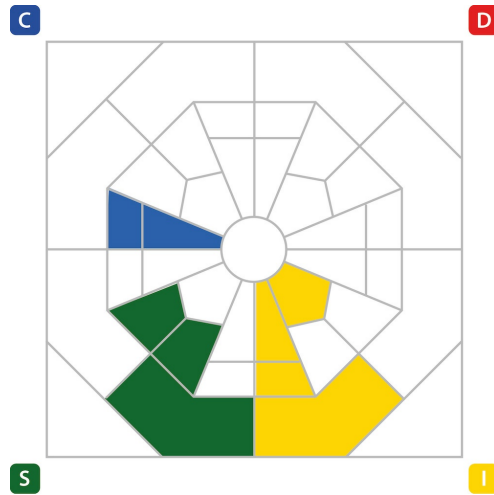
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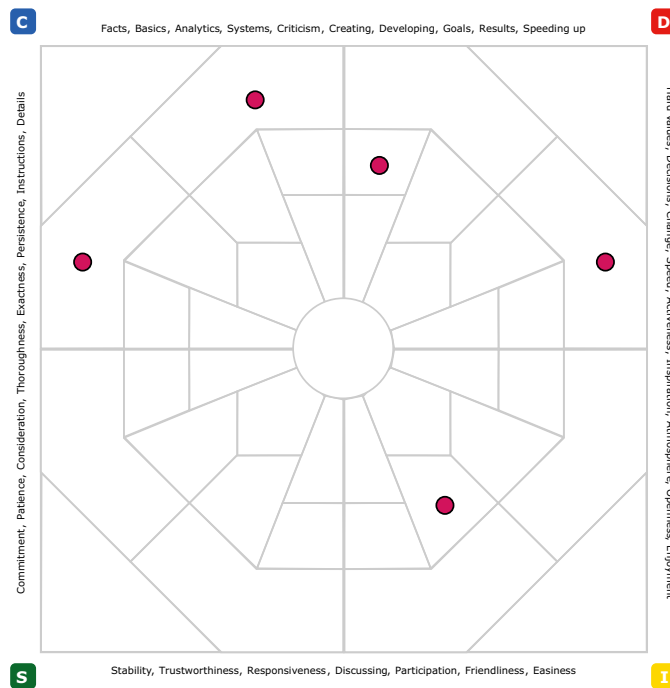
**Gaining Trust - Required Behaviors**

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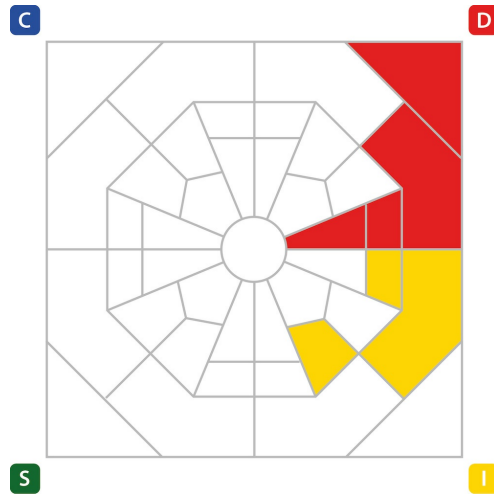
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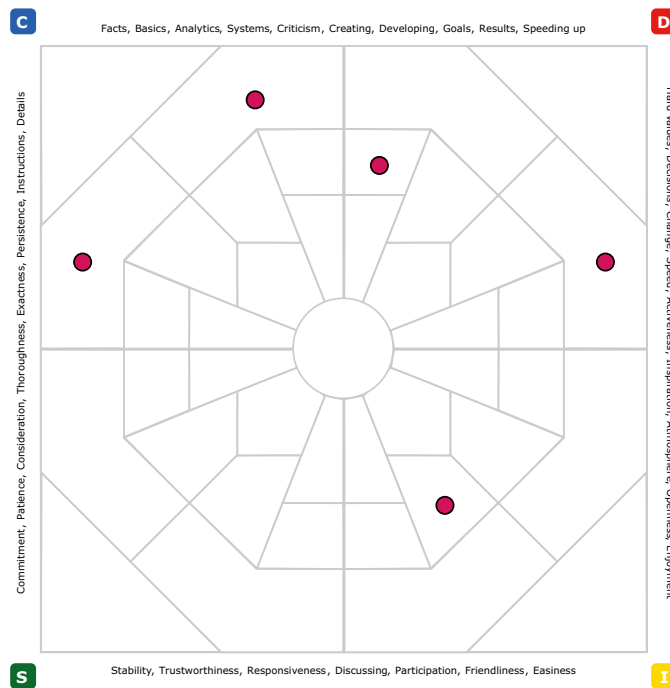
**Controlling the Sales Process - Required Behaviors**

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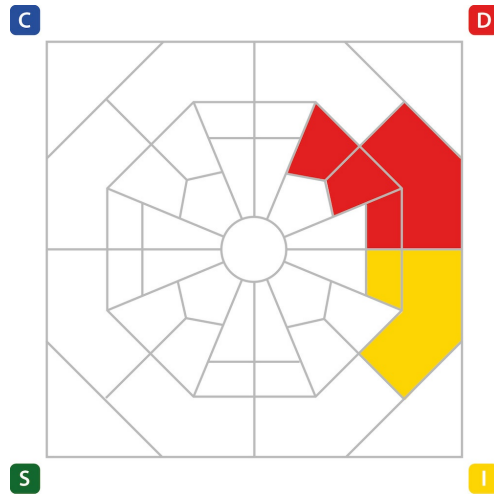
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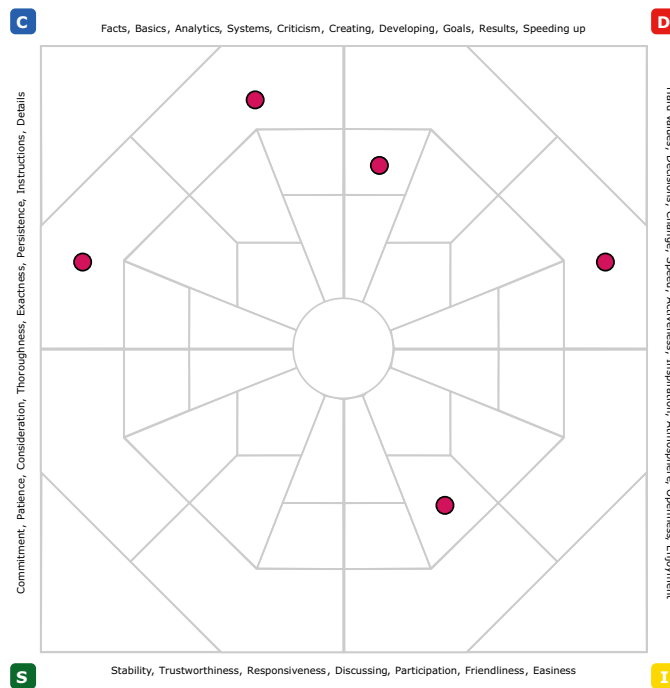
**Handling Objections - Required Behaviors**

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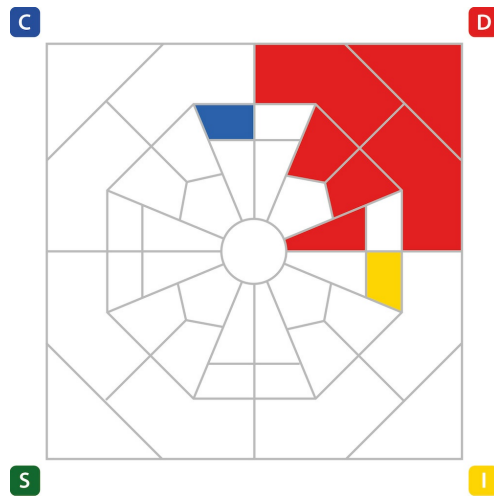
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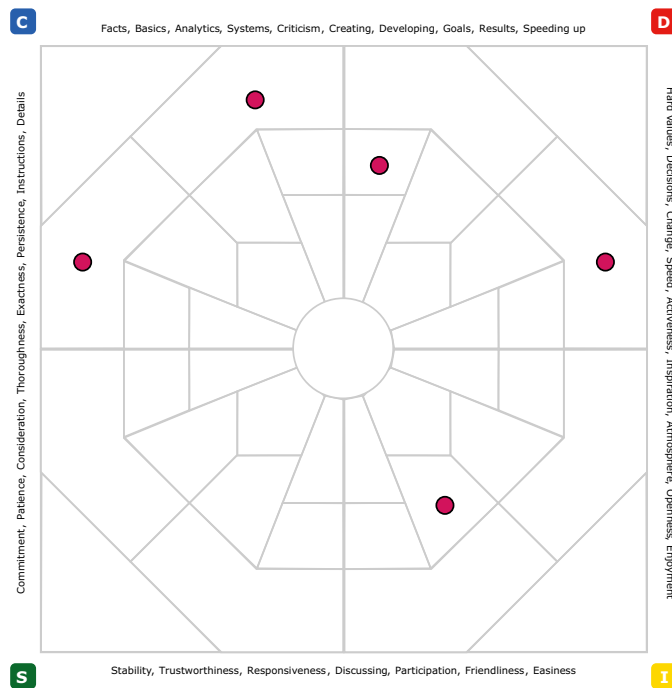
**Questioning Effectiveness - Required Behaviors**

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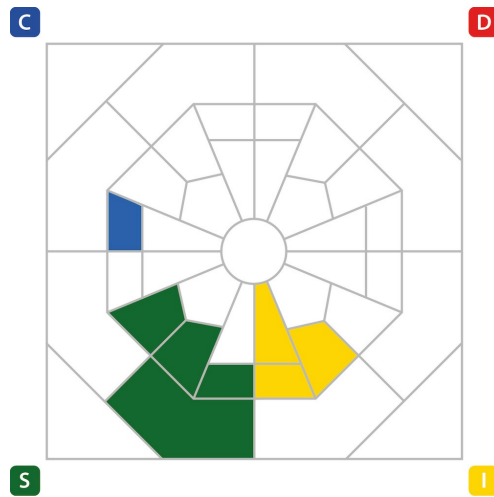
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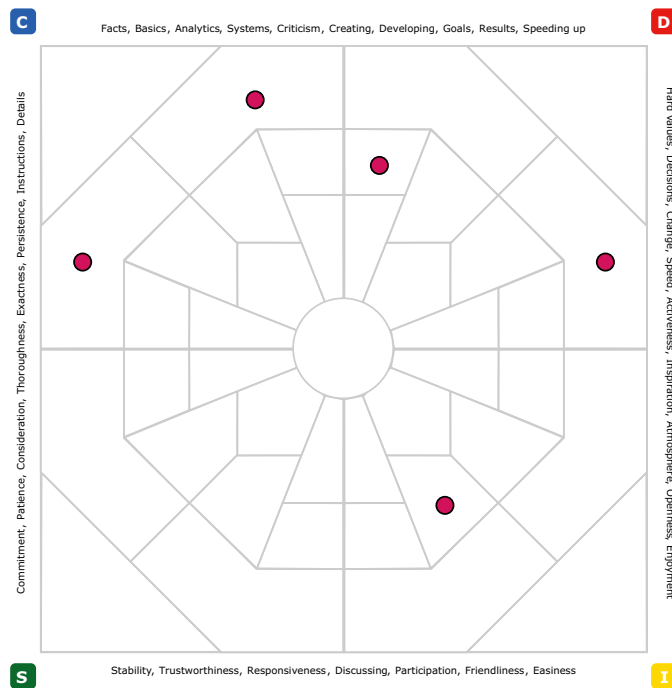
**Active Listening - Required Behaviors**

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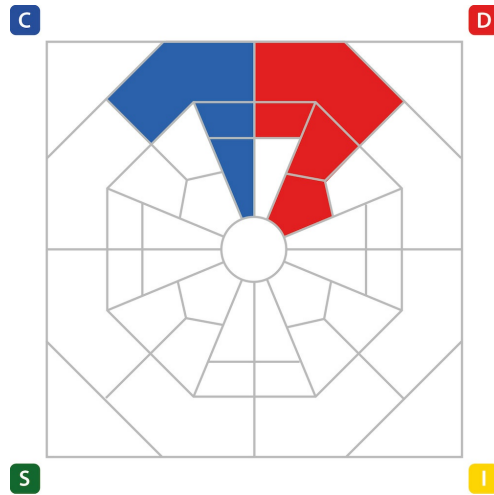
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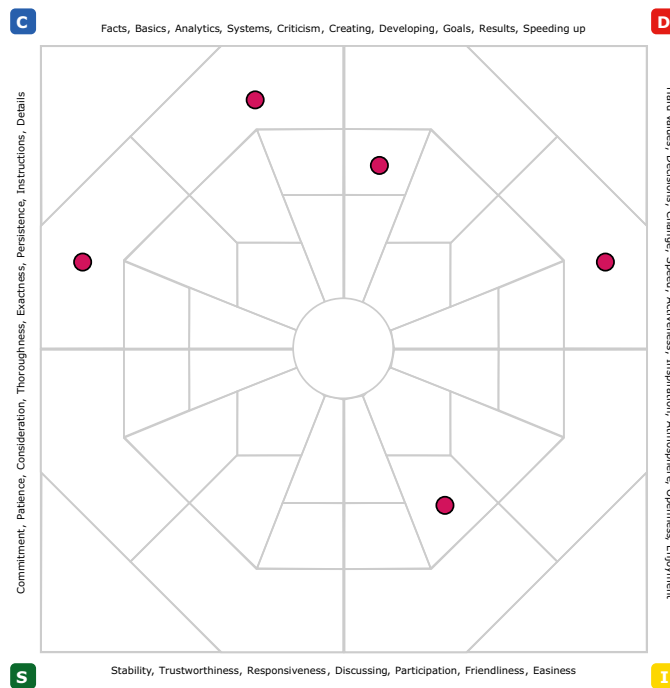
**Critical Thinking - Required Behaviors**

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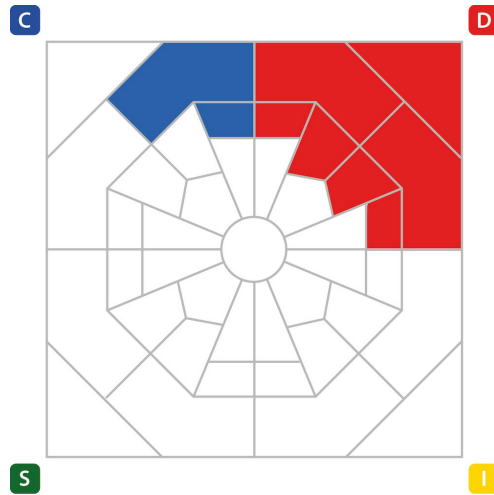
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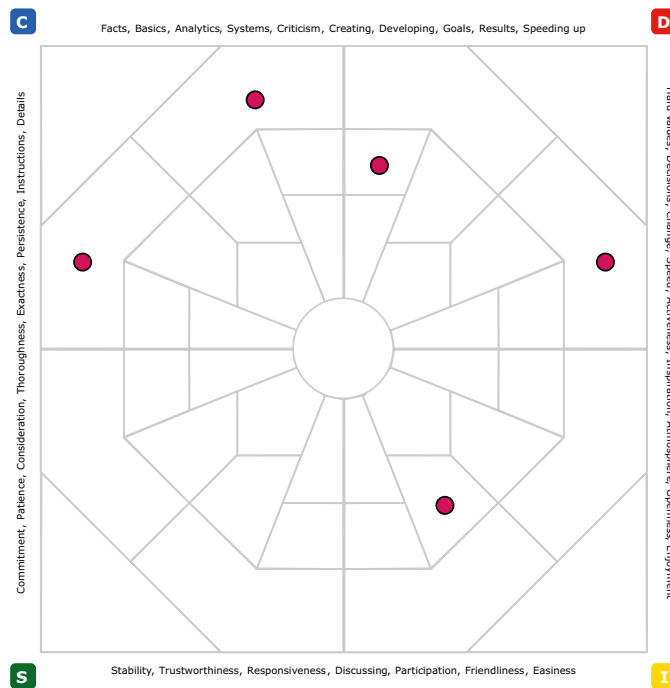
**Initiative - Required Behaviors**

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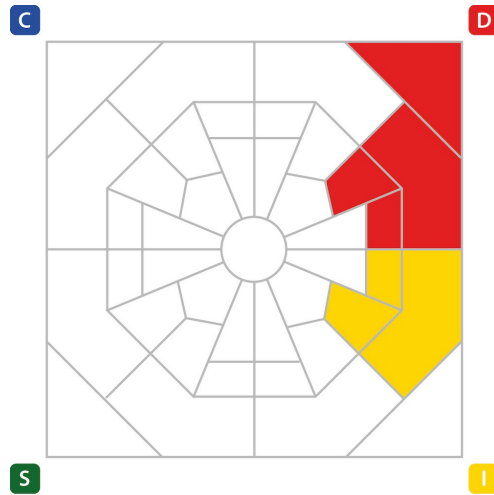
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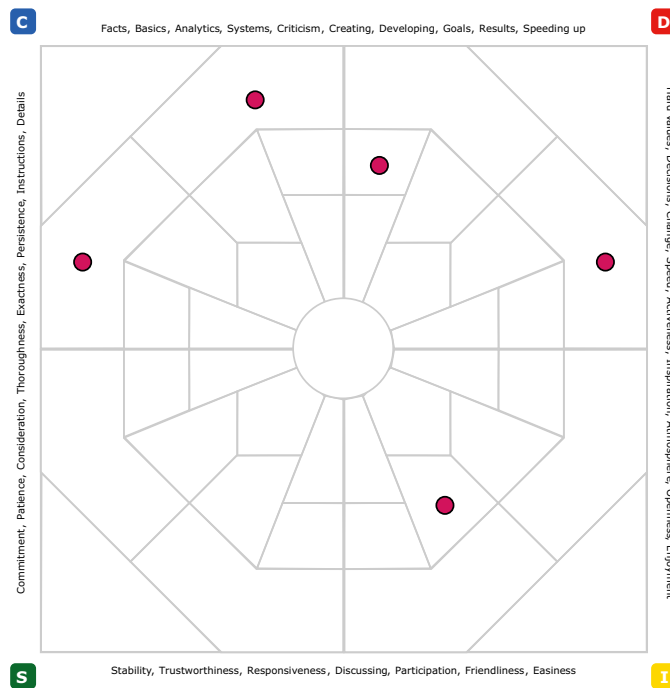
**Presenting - Required Behaviors**

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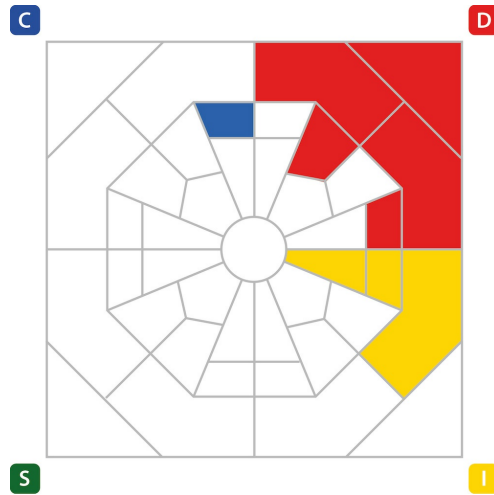
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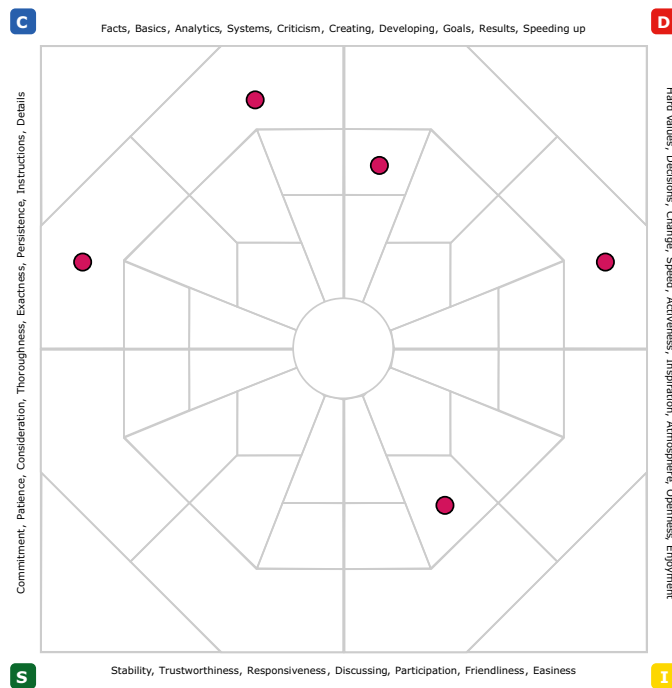
**Time Management - Required Behaviors**

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**Team Members**

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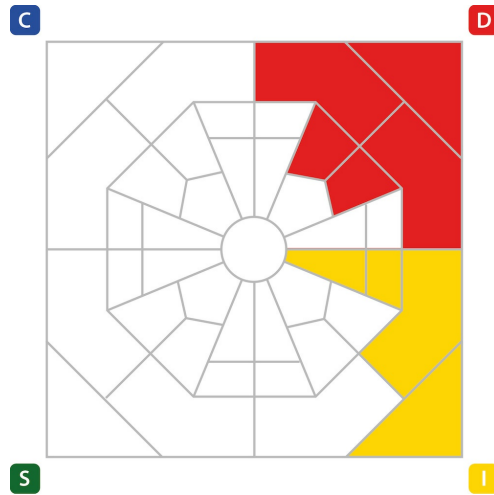
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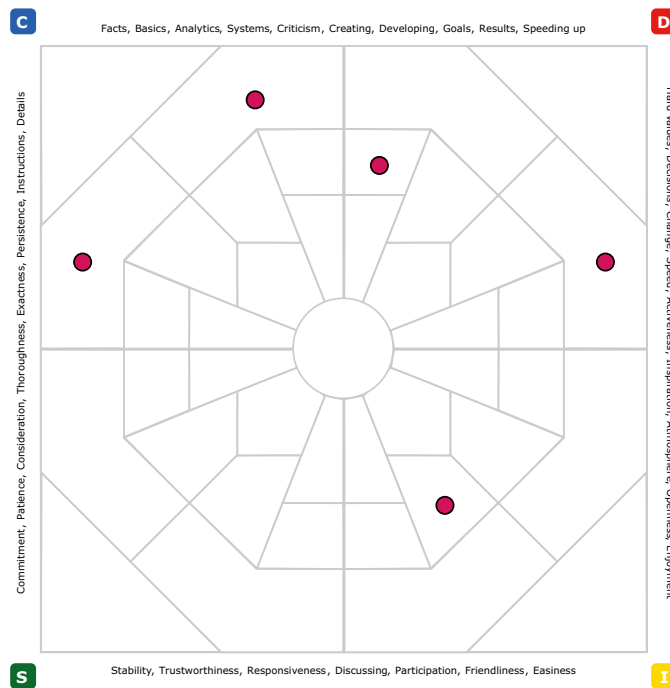
**Dealing with Failure - Required Behaviors**

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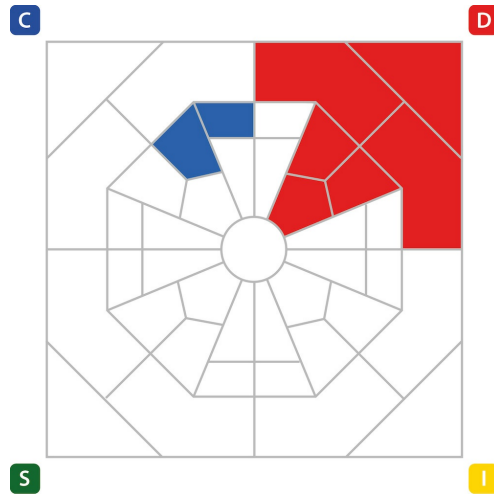
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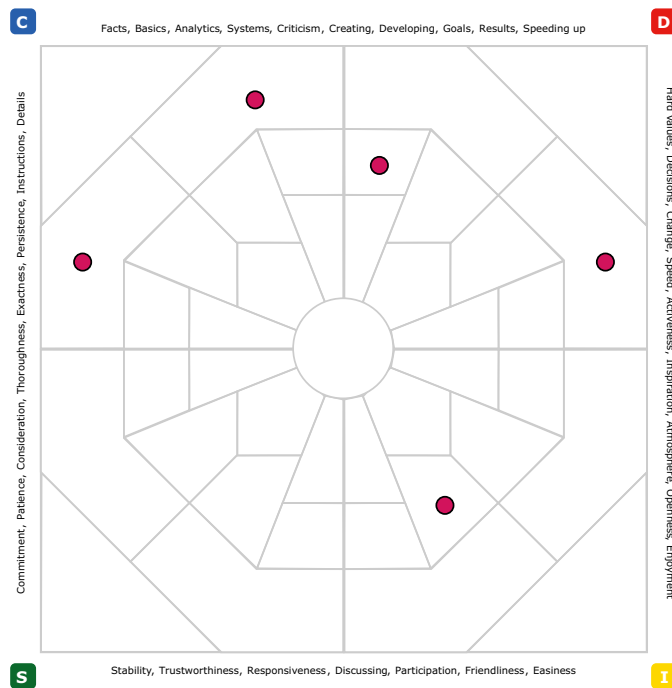
**Determined Competitiveness - Required Behaviors**

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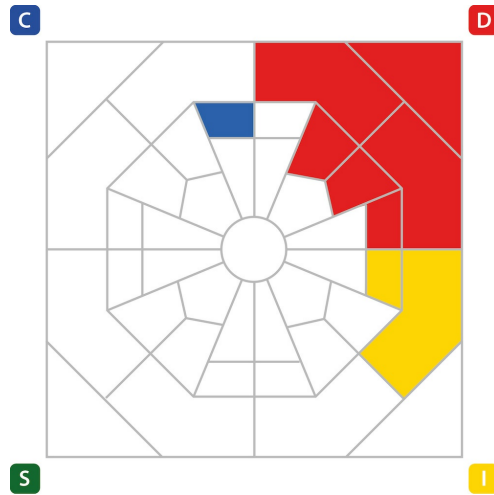
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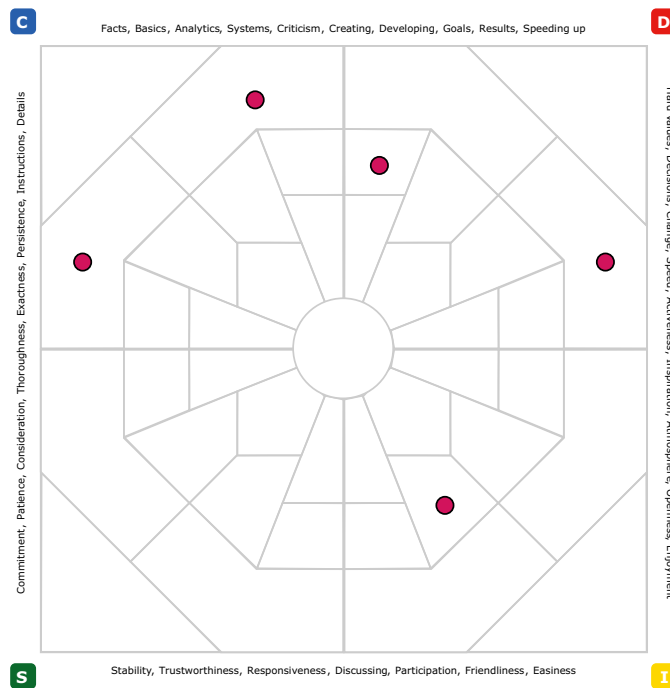
**Money Concept - Required Behaviors**

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**Team Members**

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Organization:

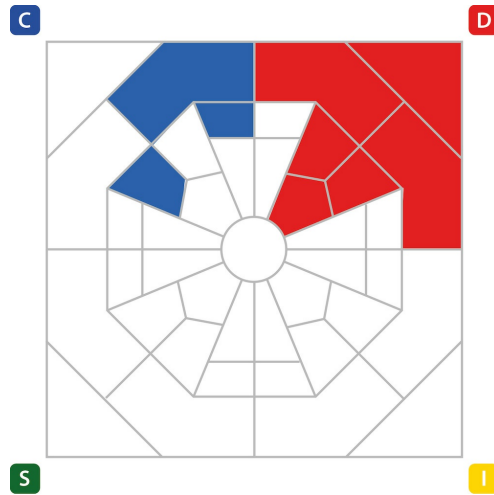
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**Emotional Detachment - Required Behaviors**

Below is the visual representation where the required behaviors to succeed with this competence are located on the Extended DISC® Diamond model.



**Team Members**

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