

Scores

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.

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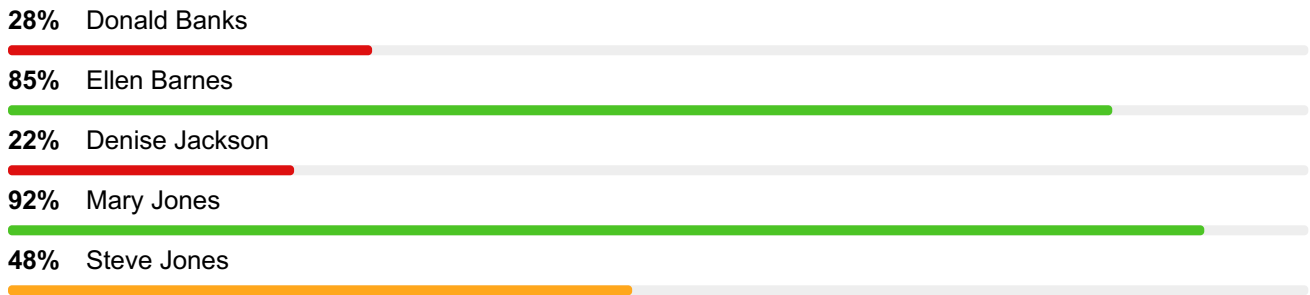
Prospecting - Definition

Active searching of new potential customers to ensure there is always sufficient opportunities to create new business. Among the prospecting activities are cold calling, asking for referrals and networking.

Prospecting - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Prospecting



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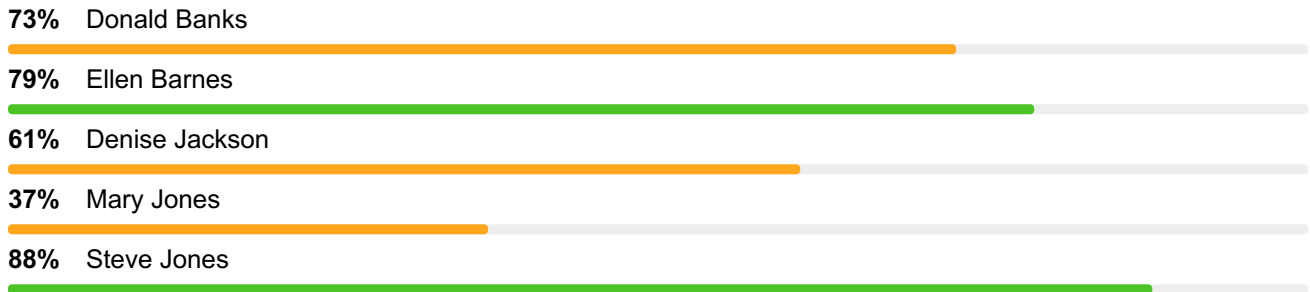
Qualifying - Definition

The systematic process of carefully verifying whether or not a prospect is willing and able to buy.

Qualifying - Competence Match Scores

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Qualifying



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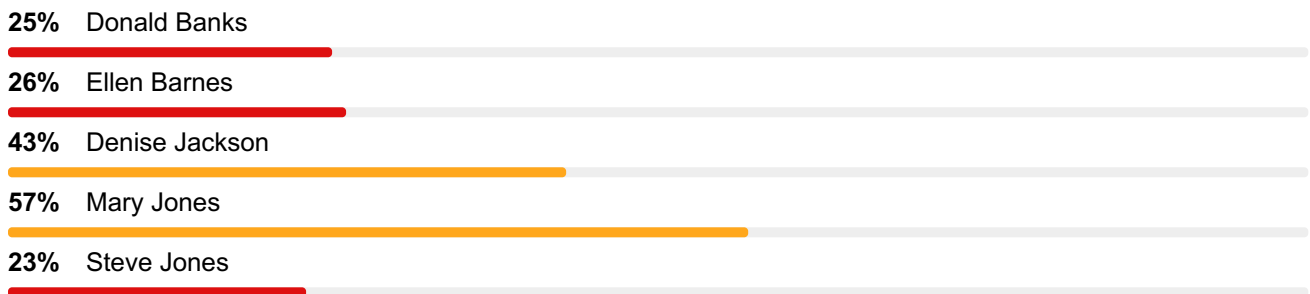
Building Rapport - Definition

Creating, developing and maintaining an open and trusting atmosphere for honest communication and sharing of information.

Building Rapport - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Building Rapport



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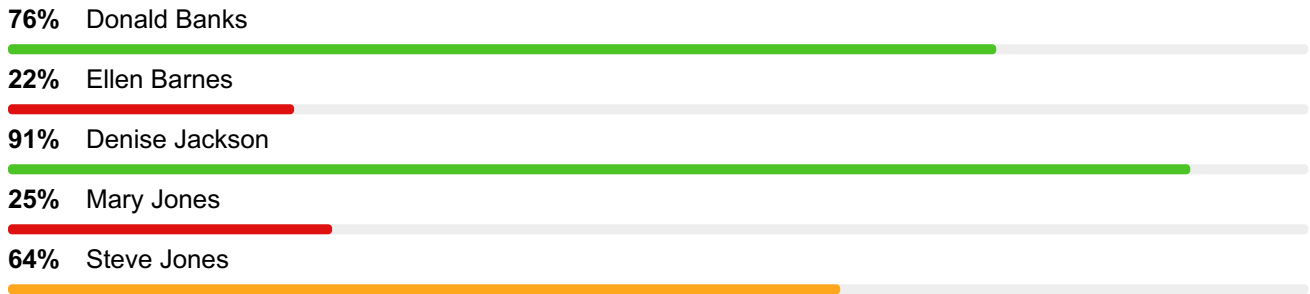
Following the Sales Process - Definition

Dutiful and diligent following of a systematic sales process to increase the success of the sales efforts.

Following the Sales Process - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Following the Sales Process



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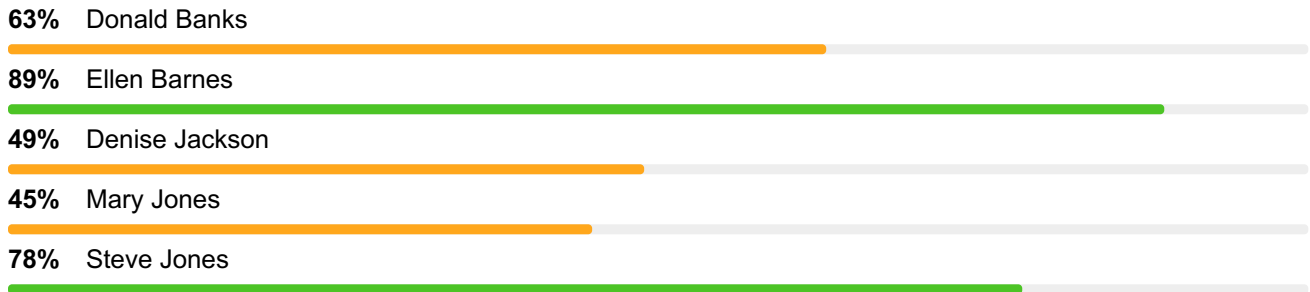
Goal Orientation - Definition

Disposition toward developing and demonstrating ability to achieve higher levels of performance and success.

Goal Orientation - Competence Match Scores

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Goal Orientation



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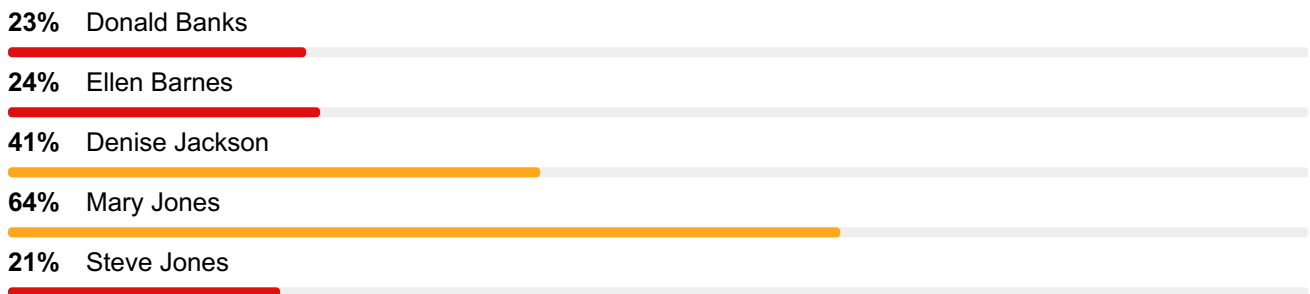
Gaining Trust - Definition

Respecting the prospects and wanting to keep them positive throughout the sales process. Wanting to understand how the prospect feels.

Gaining Trust - Competence Match Scores

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Gaining Trust



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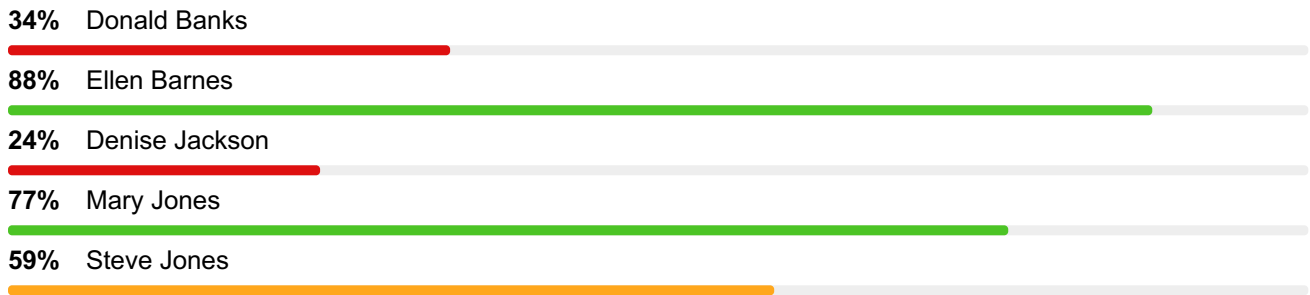
Controlling the Sales Process - Definition

Actively taking charge of every step of the sales process by clearly defining and agreeing upon all the steps and possible outcomes with the prospect. The purpose is to help guide the prospect toward a decision.

Controlling the Sales Process - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Controlling the Sales Process



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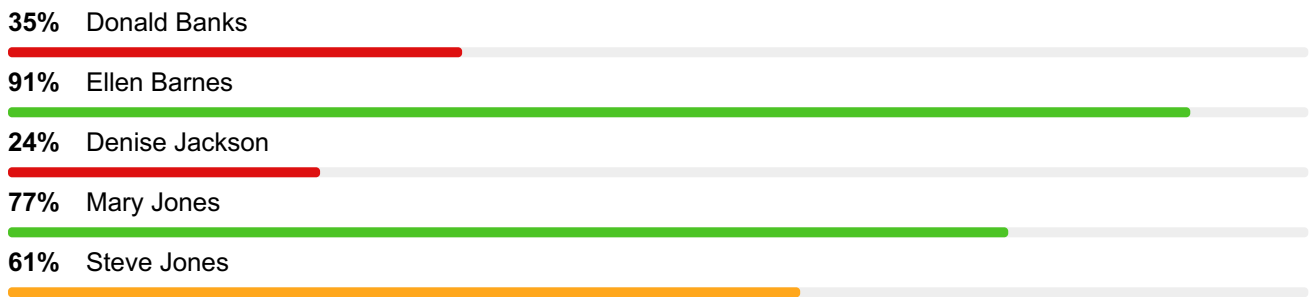
Handling Objections - Definition

Dealing effectively with statements or questions raised by prospects that imply an unwillingness to buy at the present time.

Handling Objections - Competence Match Scores

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Handling Objections



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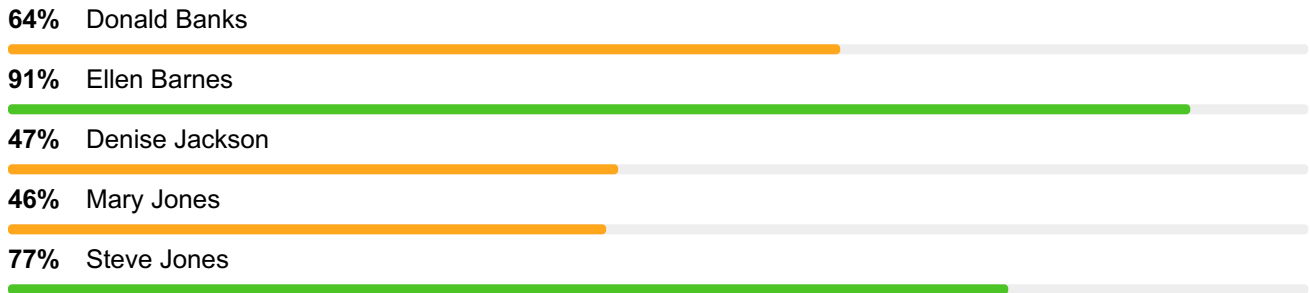
Questioning Effectiveness - Definition

A structured and effective way of using well thought-out questions to reveal the prospect’s true issues and challenges. Questions are used not only to help the prospect to share important and necessary information to discover if the solution can solve their problem, but also aid them in self-discovering previously unidentified issues.

Questioning Effectiveness - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Questioning Effectiveness



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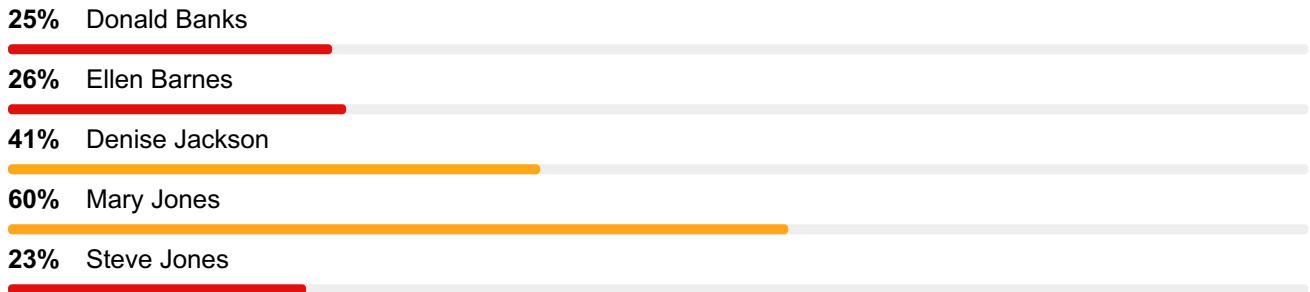
Active Listening - Definition

Actively hearing and explicitly attempting to comprehend the meaning of the prospect’s communication.

Active Listening - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Active Listening



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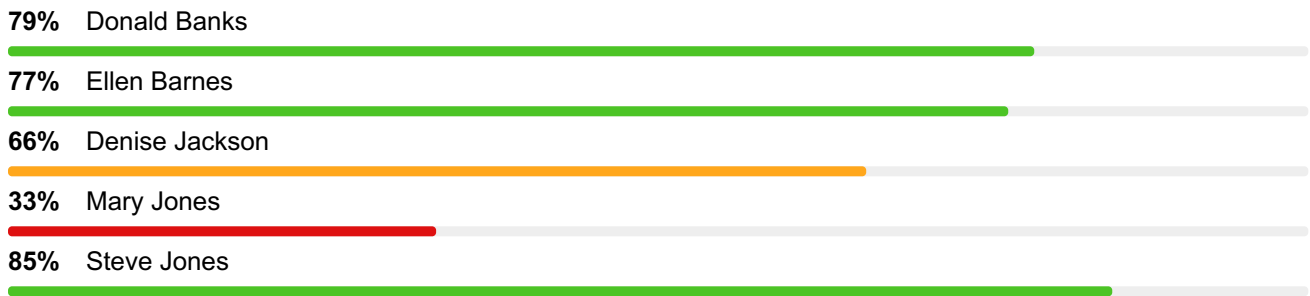
Critical Thinking - Definition

The mental process of actively and skillfully conceptualizing, applying, analyzing, synthesizing, and evaluating information to discover if there is connection between the prospect’s challenges and the sales professional’s solution.

Critical Thinking - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Critical Thinking



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Initiative - Definition

The aspiration to achieve something, or to succeed, accompanied with motivation, determination and an internal drive to continually perform at a higher level.

Initiative - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Initiative

58% Donald Banks



89% Ellen Barnes



44% Denise Jackson



50% Mary Jones



76% Steve Jones



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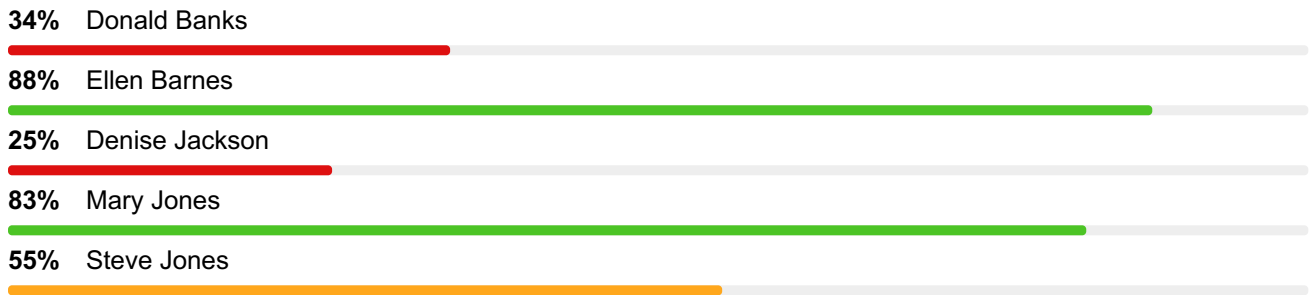
Presenting - Definition

The act of skillfully and compellingly communicating the proposed solution’s effectiveness in solving the prospect’s issues.

Presenting - Competence Match Scores

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Presenting



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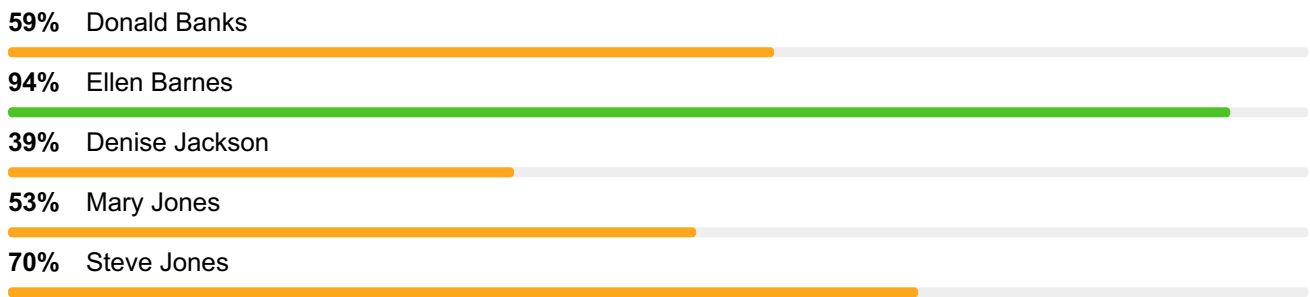
Time Management - Definition

The ability to use one's time effectively or productively, especially at work. It is the process of organizing and planning how to productively divide time between specific sales activities.

Time Management - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Time Management



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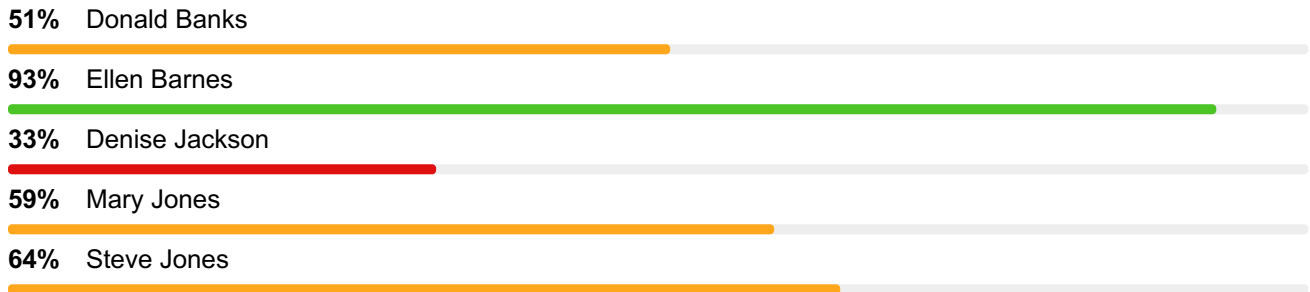
Dealing with Failure - Definition

The ability to recover from setbacks and losses while gaining resiliency and ability to better deal with adversity.

Dealing with Failure - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Dealing with Failure



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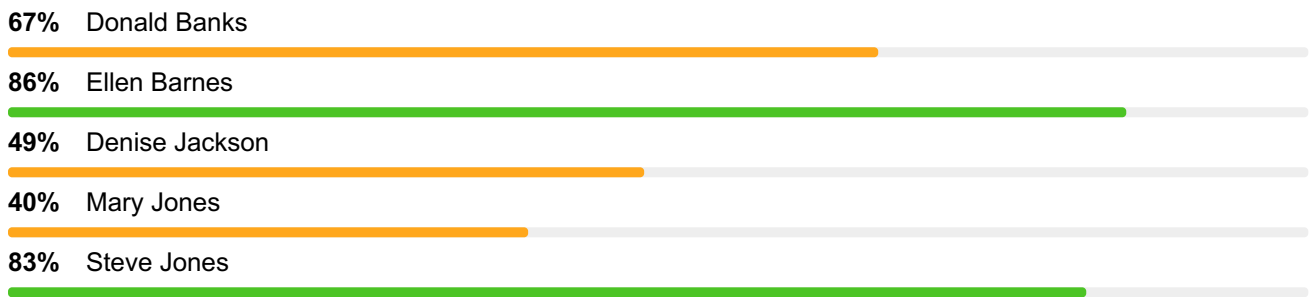
Determined Competitiveness - Definition

Having a strong desire to be better and be more successful than others and to never lose. Consistently and persistently striving to improve the level of performance to win at any cost.

Determined Competitiveness - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Determined Competitiveness



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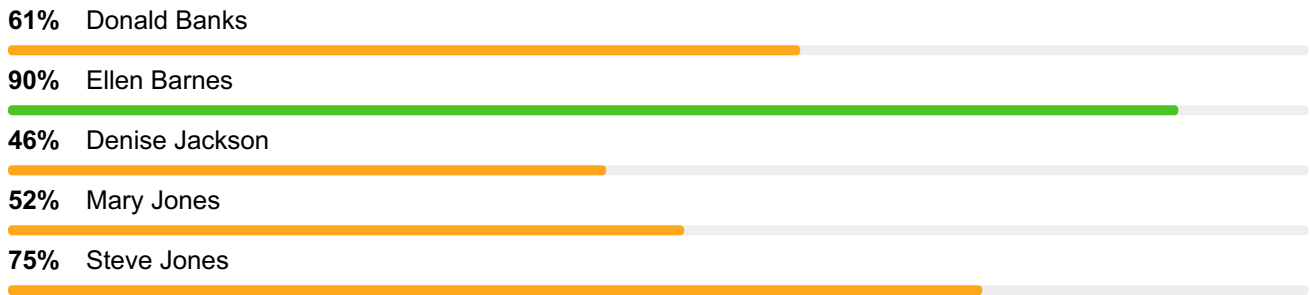
Money Concept - Definition

Objective and non-emotional views and beliefs about money. It is seen as an abundant resource that is simply used to measure performance and value of the product.

Money Concept - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Money Concept



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Emotional Detachment - Definition

The ability to avoid getting engaged in the sales process with one’s own or the prospect’s emotions. It shields the sales professional from reacting emotionally instead of objectively and rationally.

Emotional Detachment - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Emotional Detachment

