

Summary

This assessment is based on the responses given in the Extended DISC® Behavioral Analysis Questionnaire. This assessment should not be the sole criterion for making decisions about this person. The purpose of this assessment is to provide supporting information for the respondent in self-development.

Jan Przykładny

Organization:

ExtendedDISC

Date:

23.04.2011



FinxS® Sales Manager 18 - Competence Summary

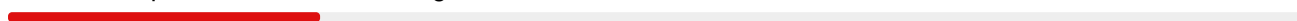
Managing Sales

32% Competence Match Percentage



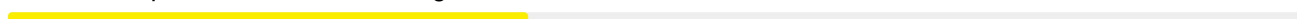
Managing Sales Process

24% Competence Match Percentage



Managing Change

40% Competence Match Percentage



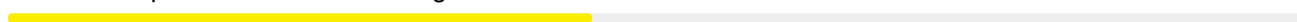
Managing Talent

41% Competence Match Percentage



Sales Leadership

45% Competence Match Percentage



Holding Accountable

26% Competence Match Percentage



Providing Feedback

84% Competence Match Percentage



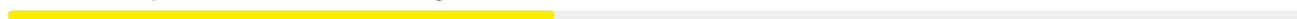
Communication

58% Competence Match Percentage



Hiring Talent

42% Competence Match Percentage



Sales Coaching

54% Competence Match Percentage



Training Sales

57% Competence Match Percentage



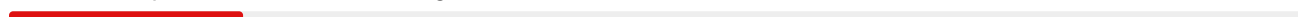
Key Account Management

89% Competence Match Percentage



Terminating Employees

18% Competence Match Percentage



Social Selling

55% Competence Match Percentage



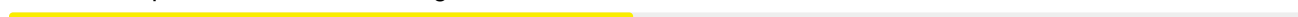
Self-Criticism

73% Competence Match Percentage



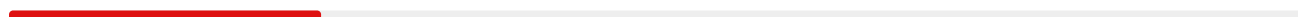
Delegation

48% Competence Match Percentage



Goal Setting

24% Competence Match Percentage



Supporting

86% Competence Match Percentage

