

# FinxS® Sales Competence Summary (Sales 18 & SCA)



This assessment is based on the responses given in the Extended DISC® Behavioral Analysis Questionnaire and the FinxS® Sales Capacity Assessment. 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.

## Ewa Przykładna

Organization:

**XYZ Sp. z o.o.**

Date:

**19.10.2021**

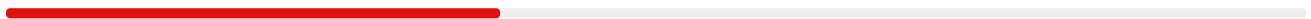


**FinxS® Sales 18 + Sales Capacity Assessment - Competence Summary****Interpretation - "Behavioral Capacity" vs "Sales Competence score":**

- Higher Behavioral Capacity indicates you are not using your full potential.
- Higher Sales Competence score indicates you are performing better than your natural style predicts.

**Prospecting****92%** Competence Match Percentage

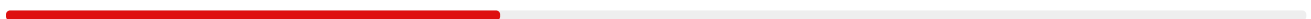
Prospecting score from FinxS® Sales Capacity Assessment:

**38%** Prospecting**Qualifying****35%** Competence Match Percentage

Qualifying score from FinxS® Sales Capacity Assessment:

**95%** Qualifying**Building Rapport****59%** Competence Match Percentage

Building Rapport score from FinxS® Sales Capacity Assessment:

**38%** Building Rapport**Following the Sales Process****26%** Competence Match Percentage

Following the Sales Process score from FinxS® Sales Capacity Assessment:

**57%** Following the Sales Process

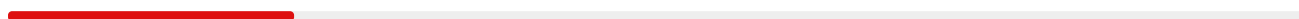
## Goal Orientation

44% Competence Match Percentage



Goal Orientation score from FinxS® Sales Capacity Assessment:

22% Goal Orientation



## Gaining Trust

66% Competence Match Percentage



Gaining Trust score from FinxS® Sales Capacity Assessment:

19% Gaining Trust



## Controlling the Sales Process

77% Competence Match Percentage



Controlling the Sales Process score from FinxS® Sales Capacity Assessment:

76% Controlling the Sales Process



## Handling Objections

76% Competence Match Percentage



Handling Objections score from FinxS® Sales Capacity Assessment:

57% Handling Objections



## Questioning Effectiveness

42% Competence Match Percentage



Questioning Effectiveness score from FinxS® Sales Capacity Assessment:

76% Questioning Effectiveness



## Active Listening

61% Competence Match Percentage



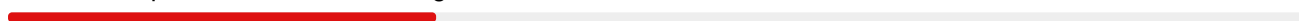
Active Listening score from FinxS® Sales Capacity Assessment:

29% Active Listening



## Critical Thinking

33% Competence Match Percentage



Critical Thinking score from FinxS® Sales Capacity Assessment:

57% Critical Thinking



## Initiative

49% Competence Match Percentage



Initiative score from FinxS® Sales Capacity Assessment:

57% Initiative



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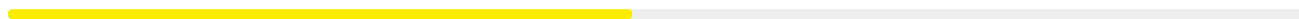
## Presenting

80% Competence Match Percentage



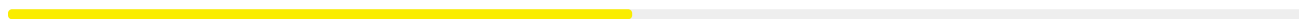
Presenting score from FinxS® Sales Capacity Assessment:

48% Presenting



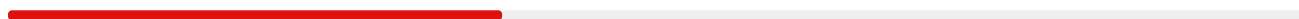
## Time Management

48% Competence Match Percentage



Time Management score from FinxS® Sales Capacity Assessment:

38% Time Management



## Dealing with Failure

56% Competence Match Percentage



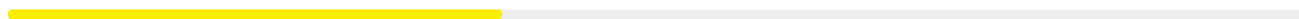
Dealing with Failure score from FinxS® Sales Capacity Assessment:

57% Dealing with Failure



## Determined Competitiveness

38% Competence Match Percentage



Determined Competitiveness score from FinxS® Sales Capacity Assessment:

86% Determined Competitiveness



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## **Money Concept**

**50%** Competence Match Percentage



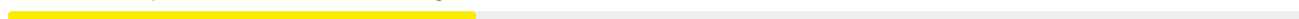
Money Concept score from FinxS® Sales Capacity Assessment:

**99%** Money Concept



## **Emotional Detachment**

**36%** Competence Match Percentage



Emotional Detachment score from FinxS® Sales Capacity Assessment:

**29%** Emotional Detachment

