

# **Summary Report**

This report provides an overall summary of the FinxS® Sales Capacity Assessment results. This report is designed for users with extensive experience with the tool. Please refer to other reports for more in-depth understanding of the results.

#### **Top 6 Competence scores**

99%	Money Concept	95%	Qualifying
86%	Determined Competitiveness	76%	Questioning Effectiveness
76%	Controlling the Sales Process	57%	Dealing with Failure

#### **Top 3 Mindset scores**

Finding the truth	99%
Reading the situation	83%
Hunter	77%

**Excuse Index®** 



### **Top 3 Sales Roles**



## Answering time: 2:21 min

