

FinxS® Sales Capacity Assessment - Benchmark Report

FinxS®

This assessment is based on the responses given in the FinxS® Sales Capacity Assessment Questionnaire. This assessment should not be the sole criterion for making decisions about the individual. This report compares this person against a selected benchmark.

Ewa Przykładna

Organization:

XYZ Sp. z o.o.

Date:

19.10.2021



Benchmark Comparison

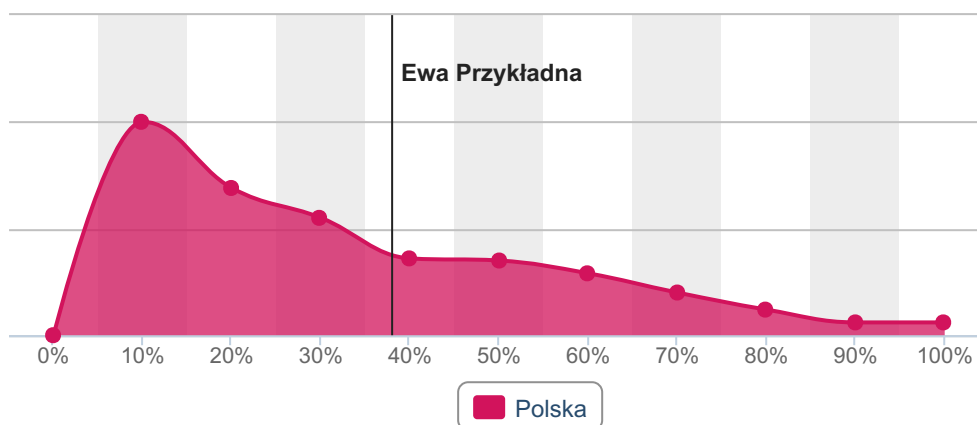
The following pages compare this person's results against the selected benchmark. The purpose of a benchmark comparison is to identify how this person compares against a selected population. It does not directly tell us anything about this person's sales skills, only how they compare against another group of people. It is important to use a benchmark population that this person could be part of (based on the selection criteria of the population).

The percentage indicates the percentage of the population that scored less than this person. For example, 25% would mean that 25% of the population has a lower score than this person, and 75% has a higher score.

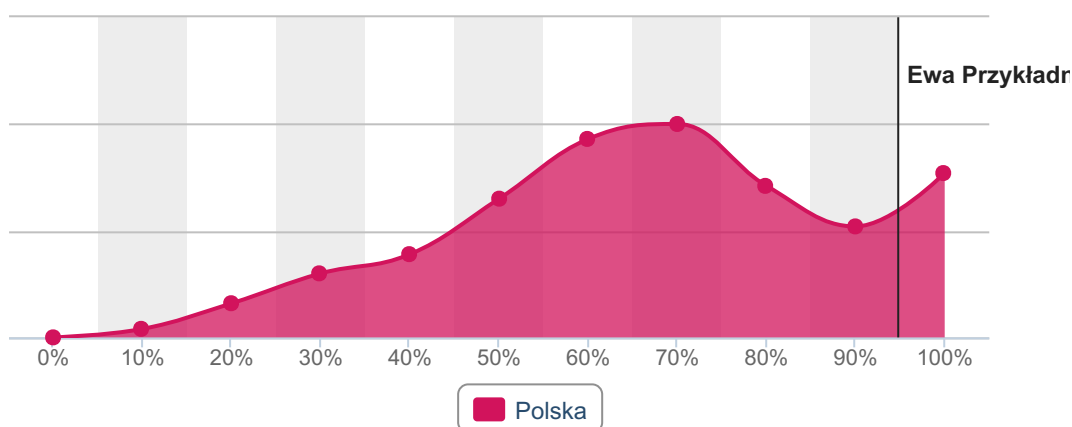
Benchmark Table

Ewa Przykładna	Score	Polska
Prospecting	38%	60%
Qualifying	95%	85%
Building Rapport	38%	6%
Following the Sales Process	57%	79%
Goal Orientation	22%	6%
Gaining Trust	19%	10%
Controlling the Sales Process	76%	64%
Handling Objections	57%	42%
Questioning Effectiveness	76%	40%
Active Listening	29%	1%
Critical Thinking	57%	17%
Initiative	57%	52%
Presenting	48%	38%
Time Management	38%	35%
Dealing with Failure	57%	48%
Determined Competitiveness	86%	95%
Money Concept	99%	97%
Emotional Detachment	29%	57%

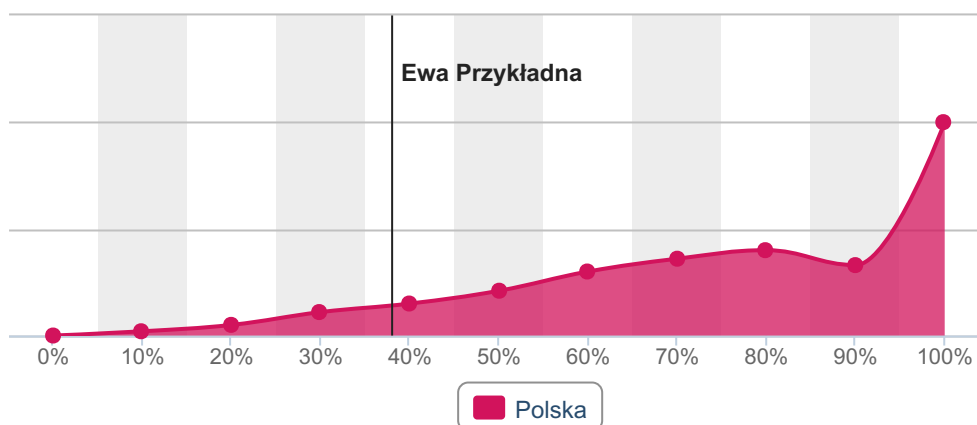
PROSPECTING



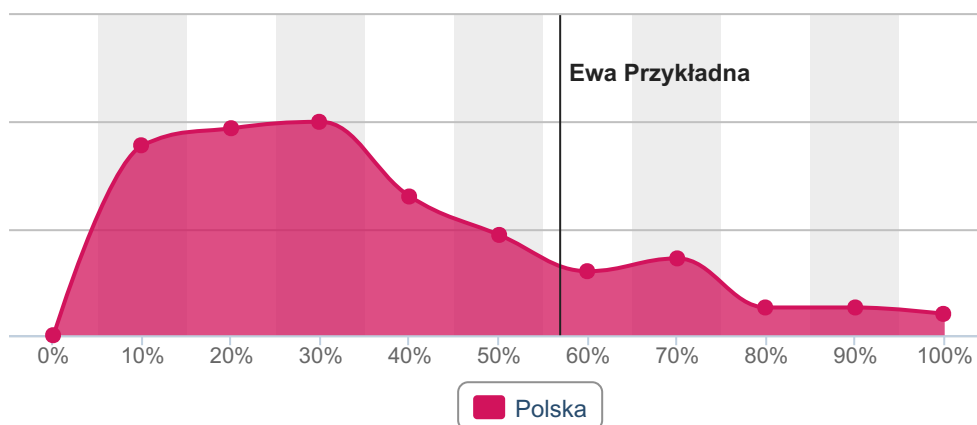
QUALIFYING



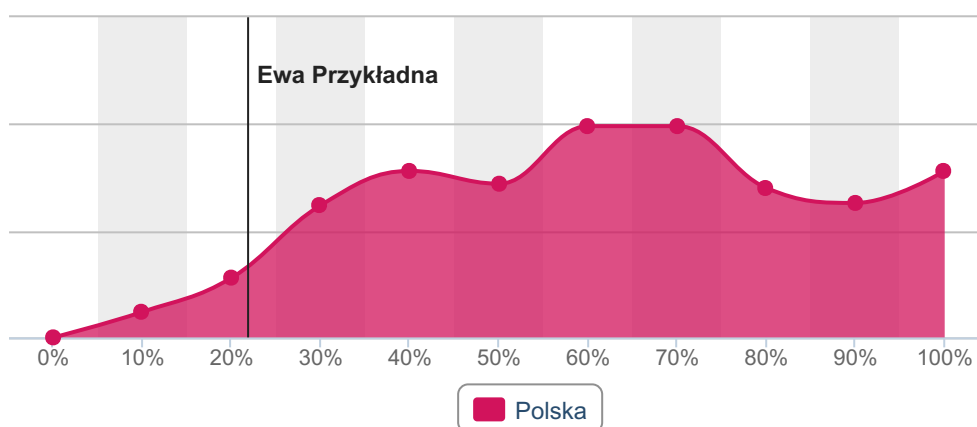
BUILDING RAPPORT



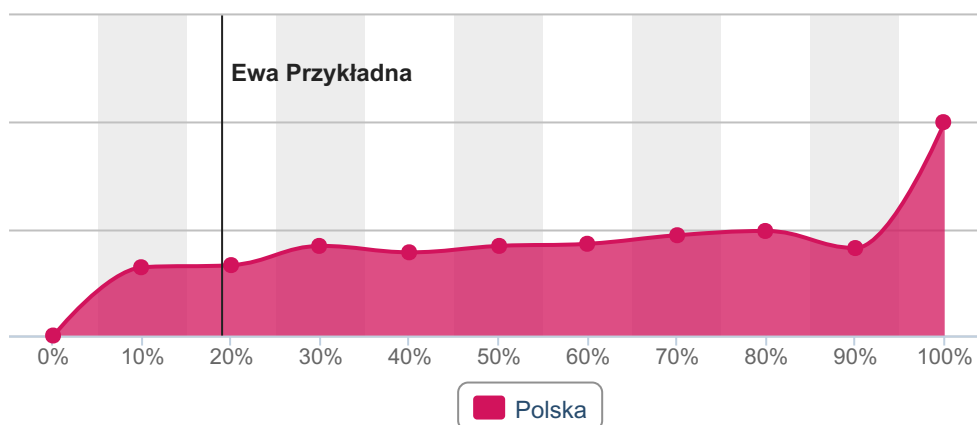
FOLLOWING THE SALES PROCESS



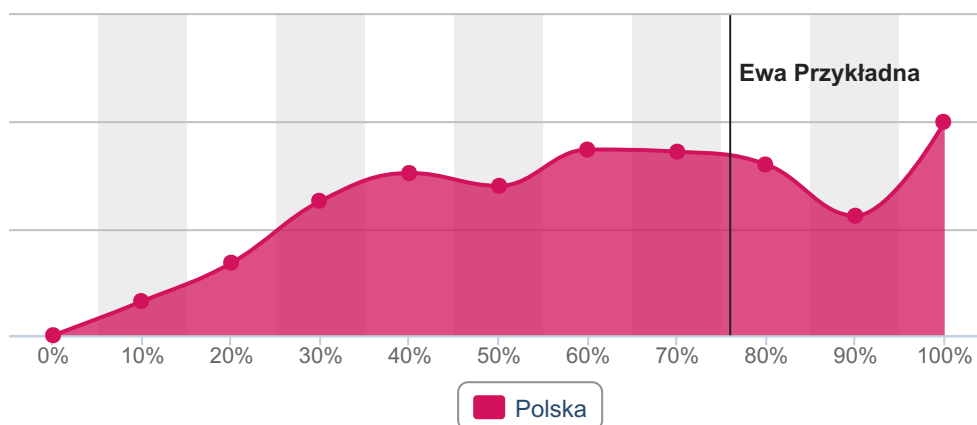
GOAL ORIENTATION



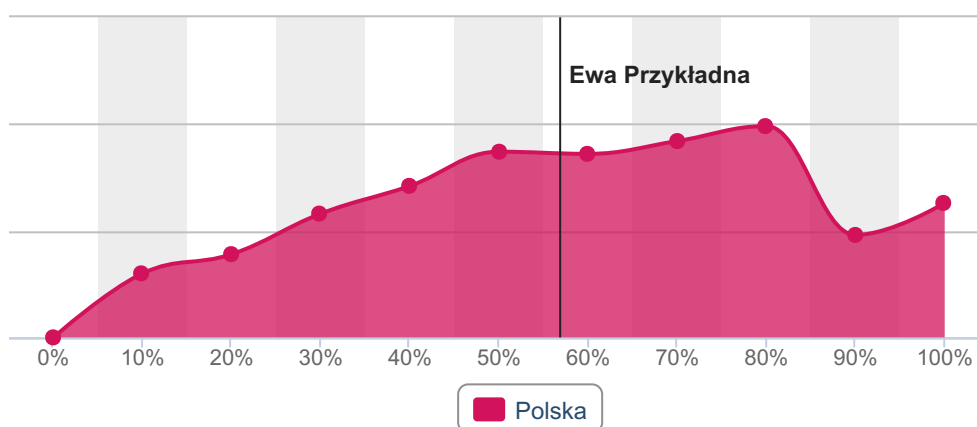
GAINING TRUST



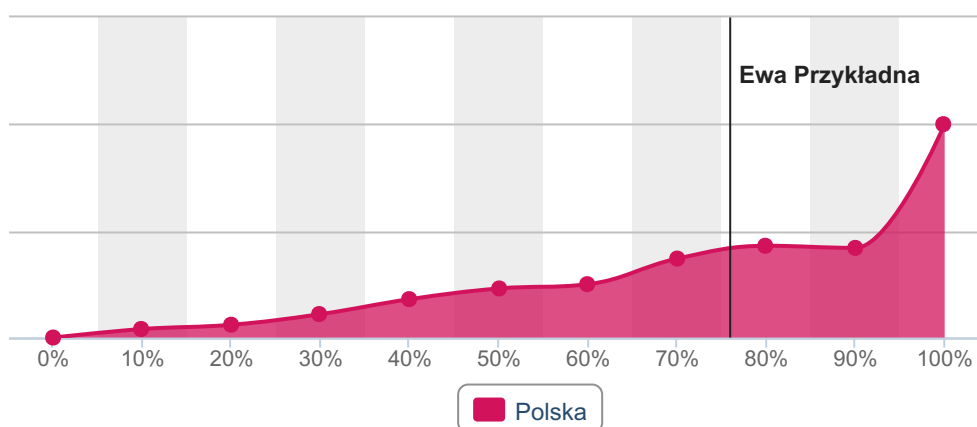
CONTROLLING THE SALES PROCESS



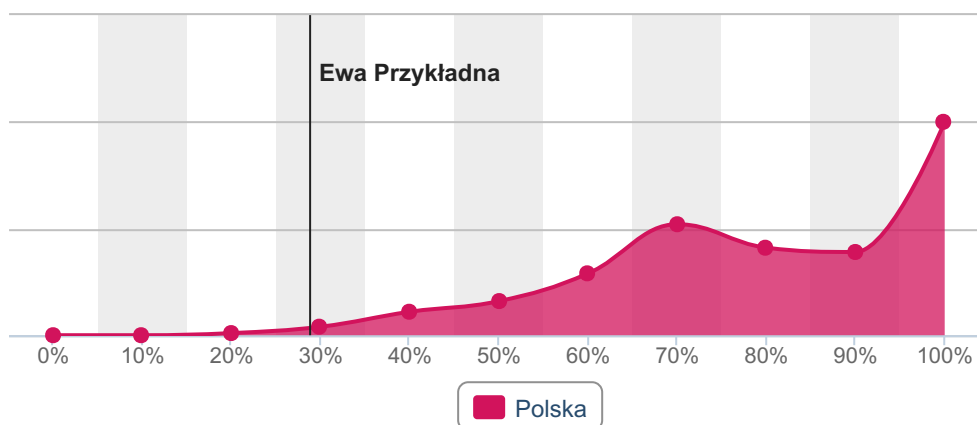
HANDLING OBJECTIONS



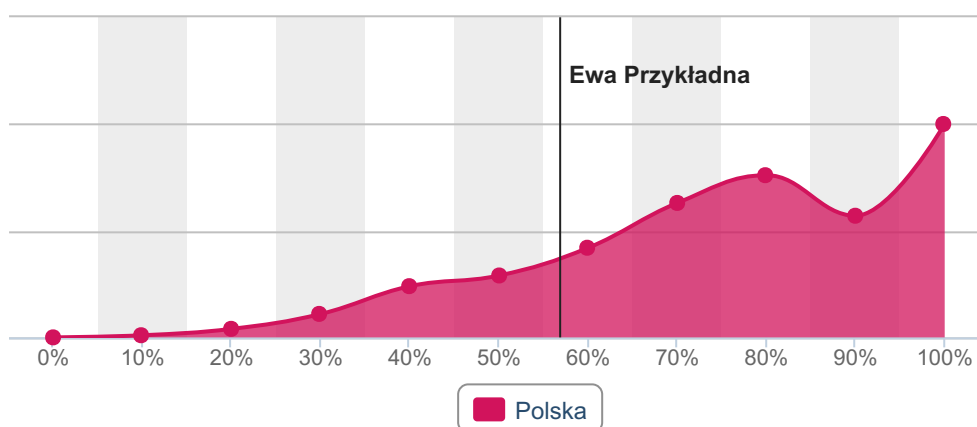
QUESTIONING EFFECTIVENESS



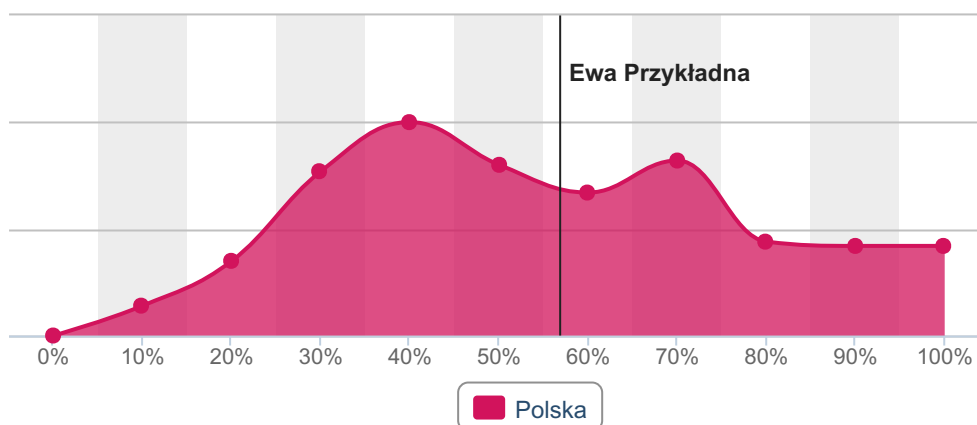
ACTIVE LISTENING



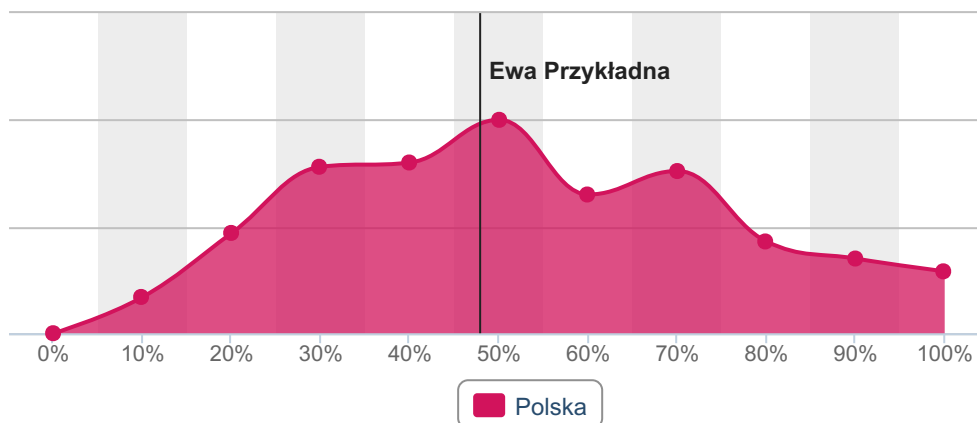
CRITICAL THINKING



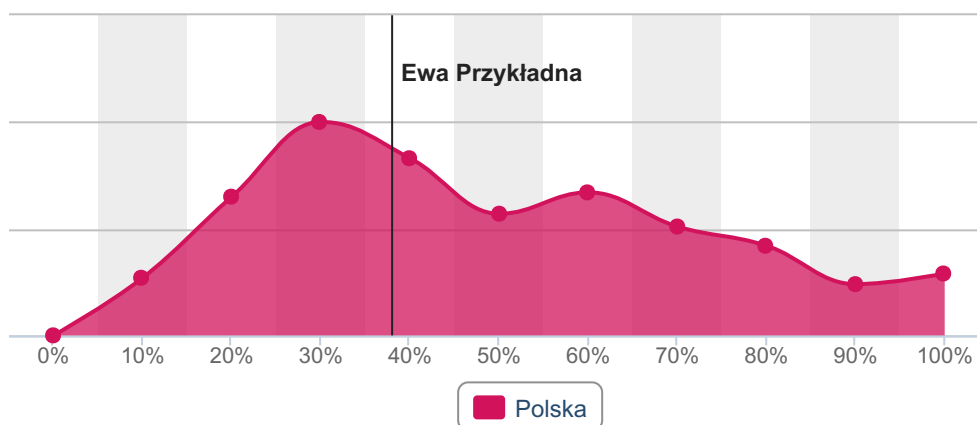
INITIATIVE



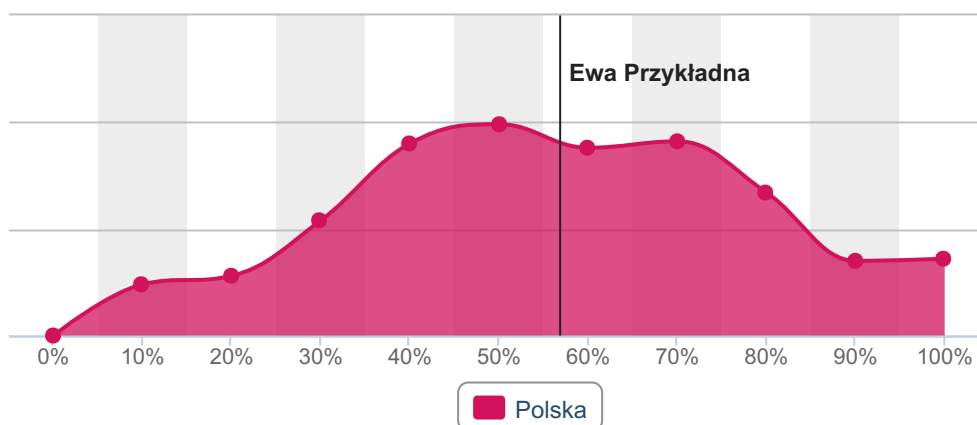
PRESENTING



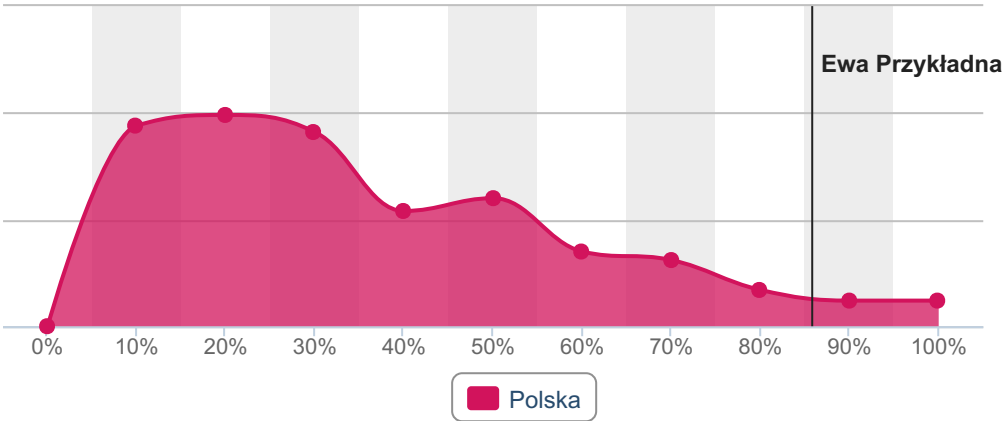
TIME MANAGEMENT



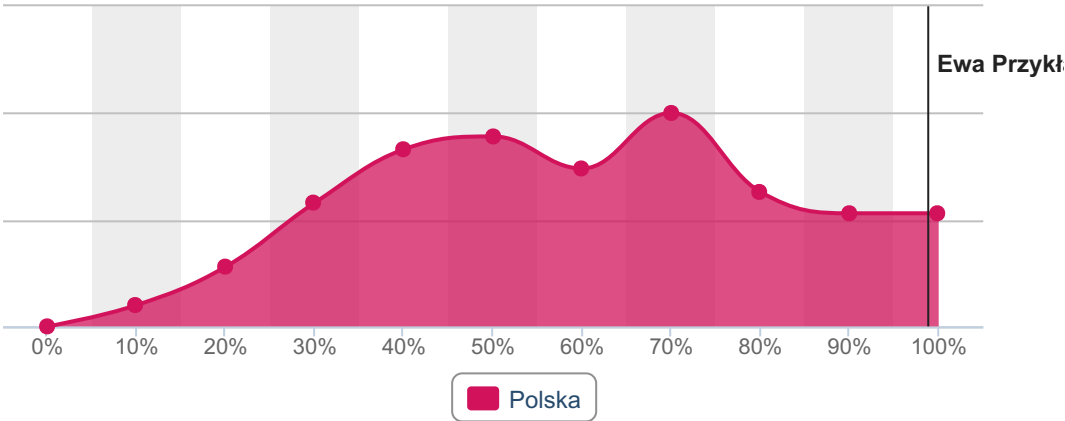
DEALING WITH FAILURE



DETERMINED COMPETITIVENESS



MONEY CONCEPT



EMOTIONAL DETACHMENT

