

# FinxS® Sales Capacity Assessment - Excuse Index® 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 provides this person's Excuse Index score.

## Ewa Przykładna

Organization:

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

Date:

**19.10.2021**



Excuse Index®

## Excuse Index

Not everyone is looking for, or presently enjoying, a job in sales. Those who do not get motivation and fulfillment in sales can easily divert their attention to other tasks rather than solely focusing on the current prospects and developing their business potential. The Excuse Index® is an indicator of how likely a person is to make excuses. The HIGHER the Excuse Index® is, the MORE excuses a person is likely to make. The LOWER the Excuse Index® percentage is, the more likely the person is to ignore non-sales activities and focus on actions that directly produce sales results. As an example, a person with the Excuse Index® of 40% spends about 40% of their time NOT selling.

In sales, a person with a LOW Excuse Index is more likely to have the initiative to sell. They are not afraid to contact and meet people and to persuade them to take action. They consider sales as an important task and often feel the need to prioritize selling over other activities.

A person with a HIGH Excuse Index finds less motivation to sell. They are likely to make excuses why to prioritize other activities over selling. They need to mentally prepare for selling and it usually exhausts them. They may miss sales opportunities while procrastinating.

36%

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Currently, this person occasionally procrastinates when they should place their full focus and actions into selling. They may spend some time planning and working on less urgent, but more comfortable, tasks before they finally focus on selling again.