

# FinxS® Sales Capacity Assessment - Sales Mindsets Report

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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 Sales Mindset scores.

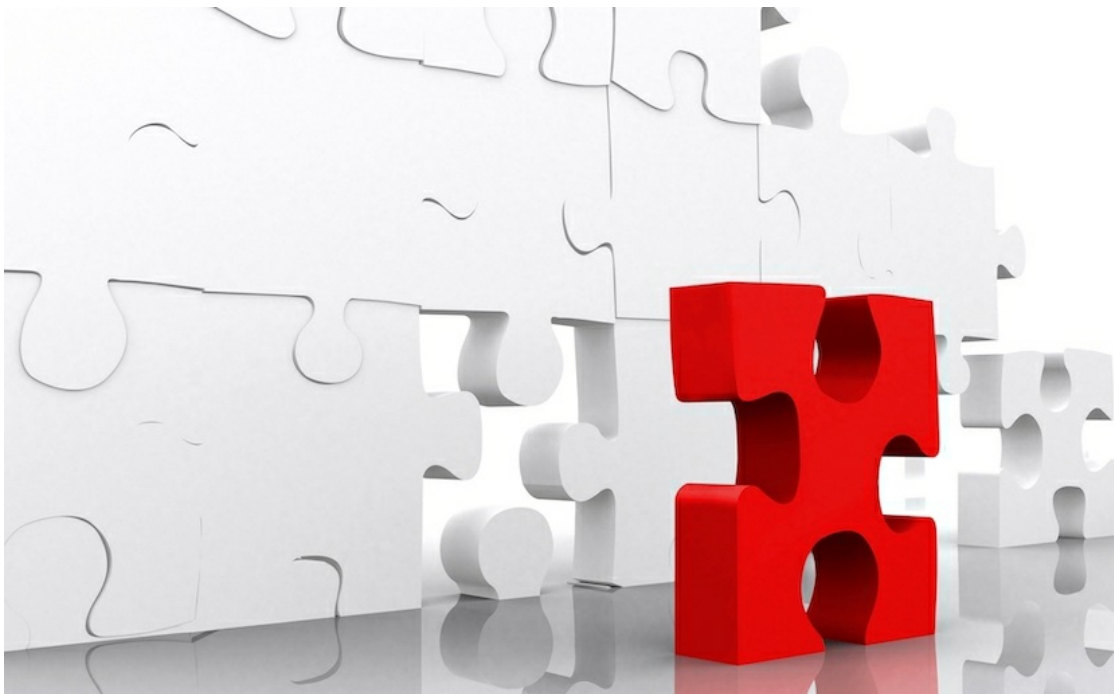
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Organization:

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Date:

**19.10.2021**



## **Mindset Summary**

Mindsets are the building blocks of the 18 critical competences for selling success. They are like basic instincts. They are the way a person approaches solving problems and overcoming challenges. Mindsets are your survival mechanism.

### **Mindset Definitions**

Conquering	Reaching the full potential by making sure nobody or anything stops one from achieving the goal.
Hunter	Reaching the full potential by wanting to have everything right now.
Persistence	Reaching the full potential by using failure as a reason to do better next time.
Reading the situation	Reaching the full potential by understanding how others see the world.
Logic	Reaching the full potential by following a plan, no matter what.
Hunger	Reaching the full potential by never being satisfied.
Empathy	Reaching the full potential by connecting with people and gaining their trust.
Social approval	Reaching the full potential by gratifying others' needs.
Taking control	Reaching the full potential by not being dependent on anyone else.
Next Step	Reaching the full potential by continuously thinking what needs to happen next.
Finding the truth	Reaching the full potential by understanding all aspects impacting the situation.
Influencing	Reaching the full potential by convincing others

### Mindset Summary Table

The Sales Mindsets relate to your most comfortable way of facing challenges in sales. They describe your typical approach to different sales situations. Even though you can consciously rationalize that some other approach might work better in a certain situation, counteracting your mindsets may be challenging. With time and experience, we learn to modify our behavior in different situations. However, we still feel most comfortable when we are allowed to use the mindsets that are the most natural to us.

Sales Mindsets	Score
Conquering	63%
Hunter	77%
Persistence	56%
Reading the situation	83%
Logic	49%
Hunger	21%
Empathy	56%
Social approval	62%
Taking control	76%
Next Step	73%
Finding the truth	99%
Influencing	56%