

FinxS® Sales Capacity Assessment - Mindset & Competence 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 and Competence scores.

Ewa Przykładna

Organization:

XYZ Sp. z o.o.

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

Each of your Sales Competences is based on one to three Mindsets. The competence score is derived not only from the mindsets, but also from questions not connected to the mindsets. The table below shows how your Mindsets create your 18 Sales Competence Scores. Please consult your sales coach who has been trained to interpret the Mindsets and their implications.

Prospecting	38%	Active Listening	29%
Hunger	21%	Finding the truth	99%
Next Step	73%	Logic	49%
Influencing	56%	Critical Thinking	57%
Qualifying	95%	Logic	49%
Hunter	77%	Hunger	21%
Reading the situation	83%	Reading the situation	83%
Finding the truth	99%	Initiative	57%
Building Rapport	38%	Taking control	76%
Reading the situation	83%	Presenting	48%
Empathy	56%	Logic	49%
Following the Sales Process	57%	Taking control	76%
Logic	49%	Influencing	56%
Goal Orientation	22%	Time Management	38%
Hunger	21%	Hunter	77%
Next Step	73%	Taking control	76%
Gaining Trust	19%	Next Step	73%
Empathy	56%	Dealing with Failure	57%
Social approval	62%	Persistence	56%
Controlling the Sales Process	76%	Reading the situation	83%
Reading the situation	83%	Determined Competitiveness	86%
Next Step	73%	Hunter	77%
Taking control	76%	Persistence	56%
Handling Objections	57%	Money Concept	99%
Conquering	63%	Conquering	63%
Hunter	77%	Hunter	77%
Questioning Effectiveness	76%	Influencing	56%
Conquering	63%	Emotional Detachment	29%
Finding the truth	99%	Conquering	63%
		Hunter	77%