

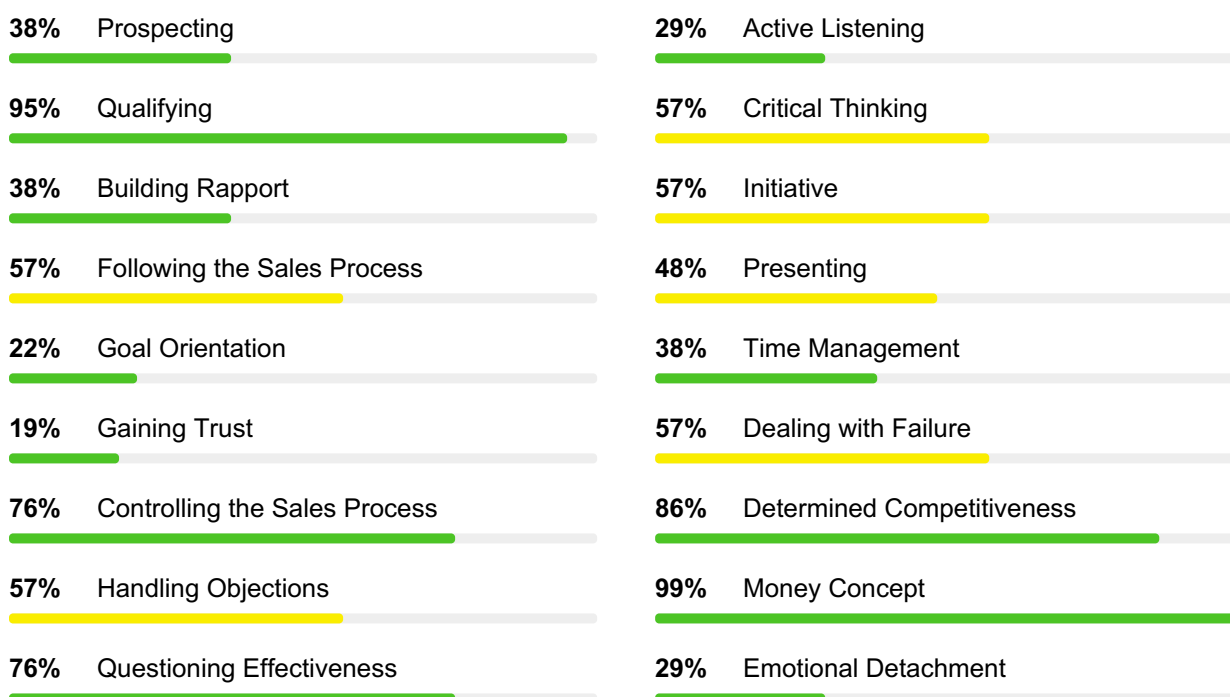
Executive Summary

Below, you will find the respondent's scores for the 18 sales competences based on their responses in the FinxS® Sales Capacity Assessment questionnaire. As you review the results, remember that they reflect their current level of competence. If they so choose, they can develop their skills in all of the 18 sales competences.

While reviewing the scores, consider how important the different competences are to your specific sales job requirements. For example, the respondent may have a low score with a competence that is not important to the success in your sales job. Therefore, it may not be very relevant and it may actually be beneficial that the respondent does not focus on it.

Also, you may want to review the respondent's hard-wired, behavioral style scores for the same 18 sales competences in the FinxS® Sales 18 assessment. It will help you by providing corroborating information as well as to identify areas you may want to explore more.

Overall Scores



Answering time 2:21 min

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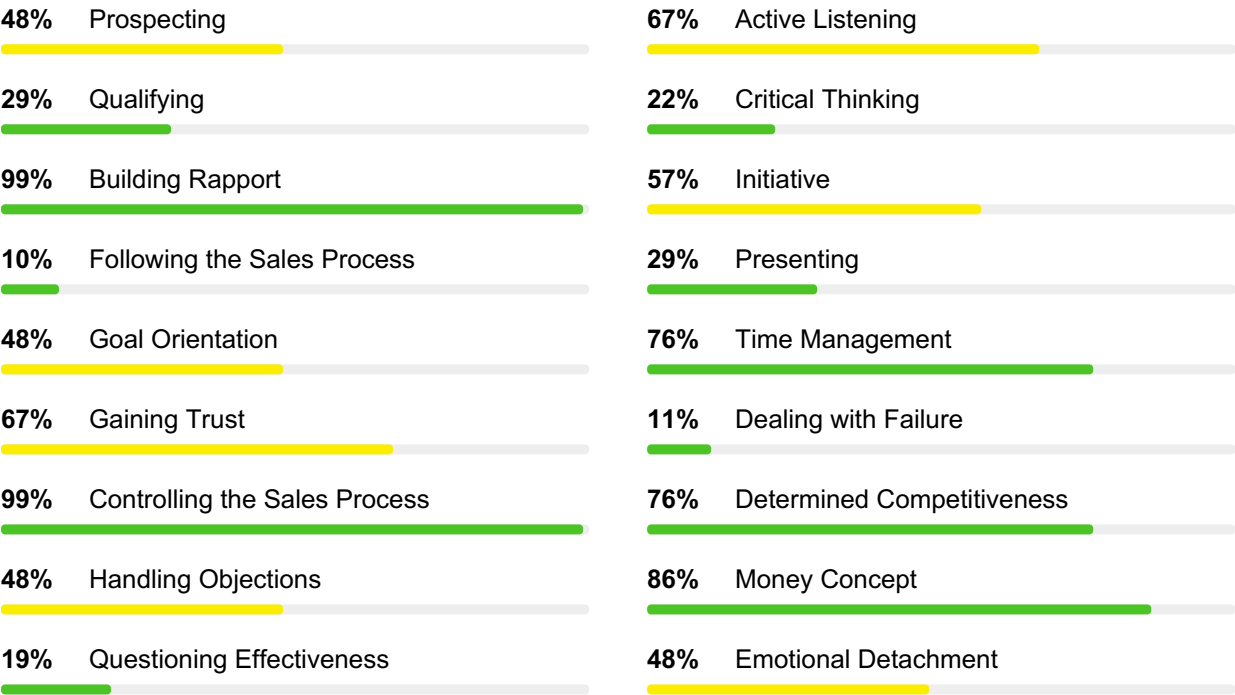
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Overall Scores



Answering time 4:00 min

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Executive Summary

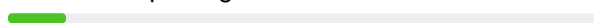
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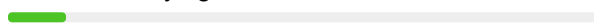
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Overall Scores

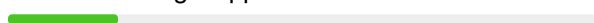
10% Prospecting



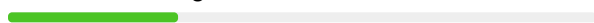
10% Qualifying



19% Building Rapport



29% Following the Sales Process



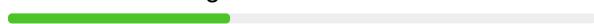
57% Goal Orientation



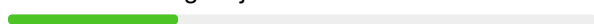
67% Gaining Trust



38% Controlling the Sales Process



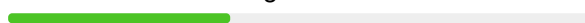
29% Handling Objections



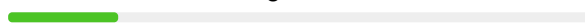
67% Questioning Effectiveness



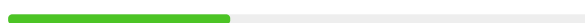
38% Active Listening



19% Critical Thinking



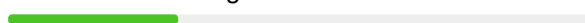
38% Initiative



95% Presenting



29% Time Management



95% Dealing with Failure



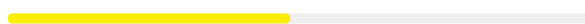
38% Determined Competitiveness



48% Money Concept



48% Emotional Detachment



Answering time 2:22 min

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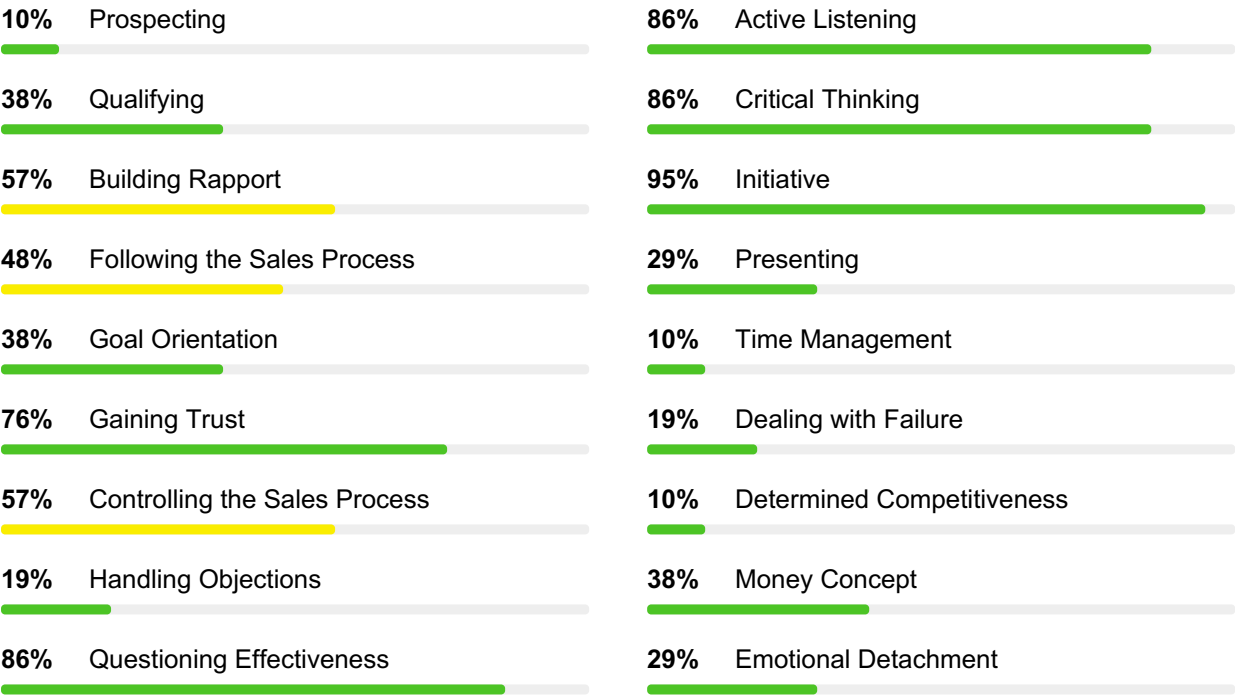
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Overall Scores



Answering time 13:47 min

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