### Ewa Przykładna

Organization:

Date:

XYZ Sp. z o.o.

19.10.2021



### **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**

38%	Prospecting	29%	Active Listening
95%	Qualifying	57%	Critical Thinking
38%	Building Rapport	57%	Initiative
57%	Following the Sales Process	48%	Presenting
22%	Goal Orientation	38%	Time Management
19%	Gaining Trust	57%	Dealing with Failure
76%	Controlling the Sales Process	86%	Determined Competitiveness
57%	Handling Objections	99%	Money Concept
76%	Questioning Effectiveness	29%	Emotional Detachment

### Answering time 2:21 min



### Anna Przykładowa

Organization:

Date:

XYZ Sp. z o.o.

19.10.2020



### **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**

48%	Prospecting	67%	Active Listening
29%	Qualifying	22%	Critical Thinking
99%	Building Rapport	57%	Initiative
10%	Following the Sales Process	29%	Presenting
48%	Goal Orientation	76%	Time Management
67%	Gaining Trust	11%	Dealing with Failure
99%	Controlling the Sales Process	76%	Determined Competitiveness
48%	Handling Objections	86%	Money Concept
19%	Questioning Effectiveness	48%	Emotional Detachment

### Answering time 4:00 min



### **Daniel Przykładowy**

Organization:

Date:

XYZ Sp. z o.o.

19.10.2020



### **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**

10%	Prospecting	38%	Active Listening
10%	Qualifying	19%	Critical Thinking
19%	Building Rapport	38%	Initiative
29%	Following the Sales Process	95%	Presenting
57%	Goal Orientation	29%	Time Management
67%	Gaining Trust	95%	Dealing with Failure
38%	Controlling the Sales Process	38%	Determined Competitiveness
29%	Handling Objections	48%	Money Concept
67%	Questioning Effectiveness	48%	Emotional Detachment

### Answering time 2:22 min



### Karolina Różowa

Organization:

Date:

XYZ Sp. z o.o.

02.11.2023



### **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**

10%	Prospecting	86%	Active Listening
38%	Qualifying	86%	Critical Thinking
57%	Building Rapport	95%	Initiative
48%	Following the Sales Process	29%	Presenting
38%	Goal Orientation	10%	Time Management
76%	Gaining Trust	19%	Dealing with Failure
57%	Controlling the Sales Process	10%	Determined Competitiveness
19%	Handling Objections	38%	Money Concept
86%	Questioning Effectiveness	29%	Emotional Detachment

### Answering time 13:47 min

