

FinxS® Sales Capacity Assessment - Benchmark Report

FinxS® Sales
Assessment

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 compares this person against a selected benchmark.

Mateusz Niezwykły

Organization:

Firma Testowa

Date:

14.10.2024



#ThePowerOfBusinessIsPeople

The power of competence in sales

FinxS®

 extended
tools

Benchmark Comparison

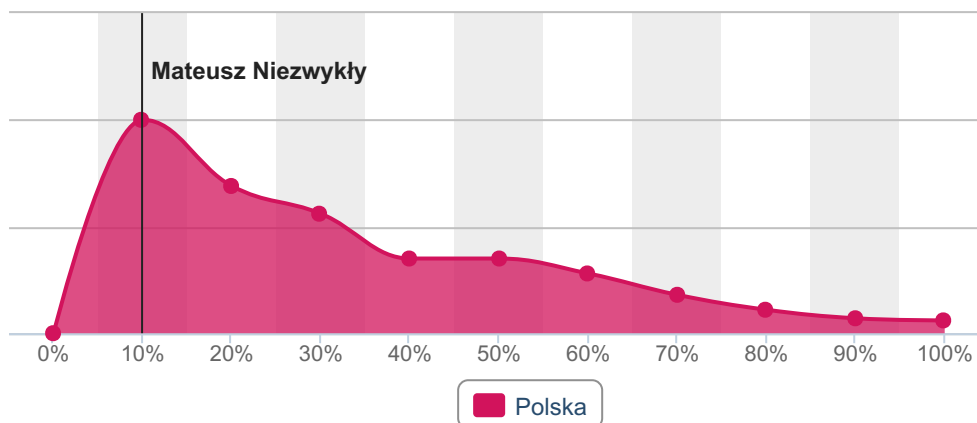
The following pages compare this person's results against the selected benchmark. The purpose of a benchmark comparison is to identify how this person compares against a selected population. It does not directly tell us anything about this person's sales skills, only how they compare against another group of people. It is important to use a benchmark population that this person could be part of (based on the selection criteria of the population).

The percentage indicates the percentage of the population that scored less than this person. For example, 25% would mean that 25% of the population has a lower score than this person, and 75% has a higher score.

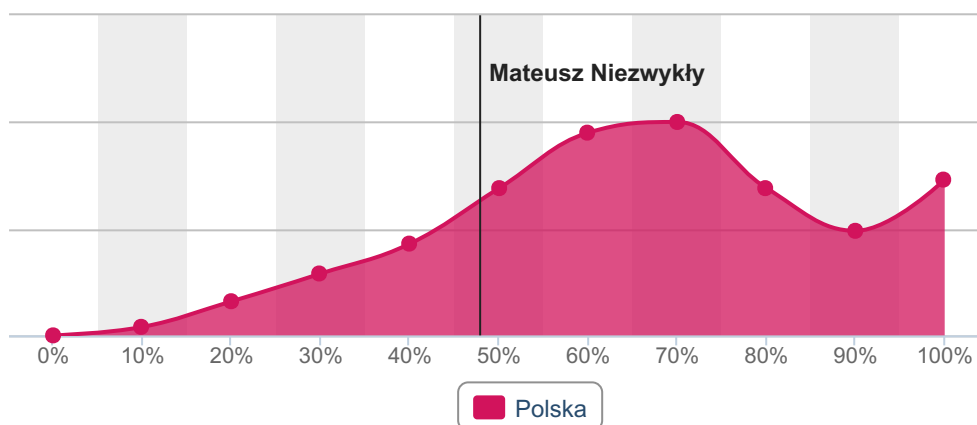
Benchmark Table

Mateusz Niezwykły	Score	Polska
Prospecting	10%	0%
Qualifying	48%	17%
Building Rapport	38%	6%
Following the Sales Process	99%	99%
Goal Orientation	38%	15%
Gaining Trust	10%	0%
Controlling the Sales Process	76%	65%
Handling Objections	38%	19%
Questioning Effectiveness	99%	83%
Active Listening	48%	5%
Critical Thinking	99%	86%
Initiative	86%	86%
Presenting	29%	13%
Time Management	10%	0%
Dealing with Failure	10%	0%
Determined Competitiveness	10%	0%
Money Concept	67%	57%
Emotional Detachment	99%	99%

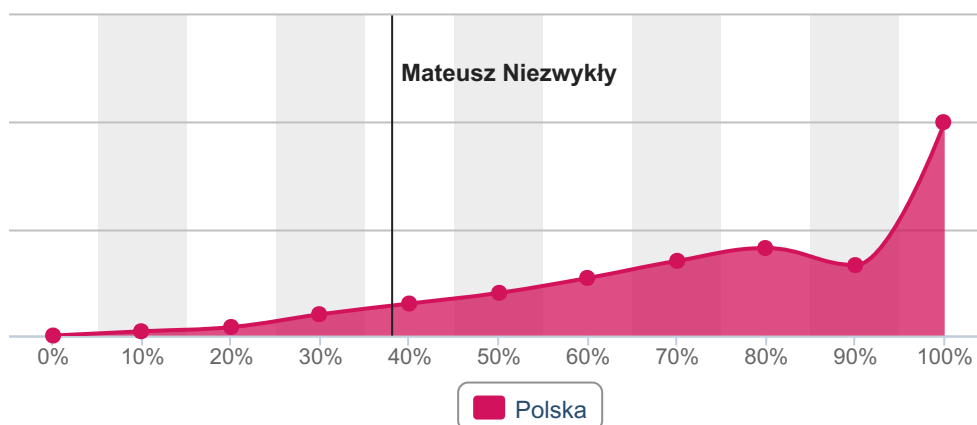
PROSPECTING



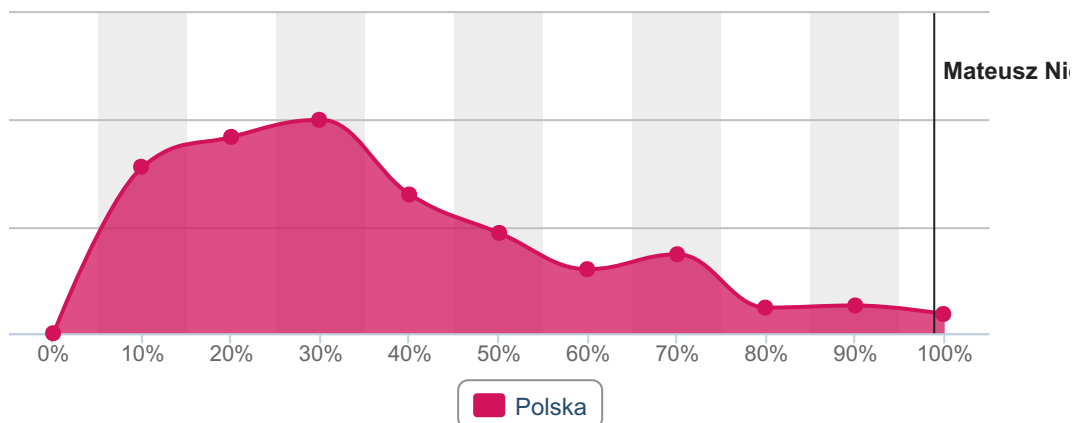
QUALIFYING



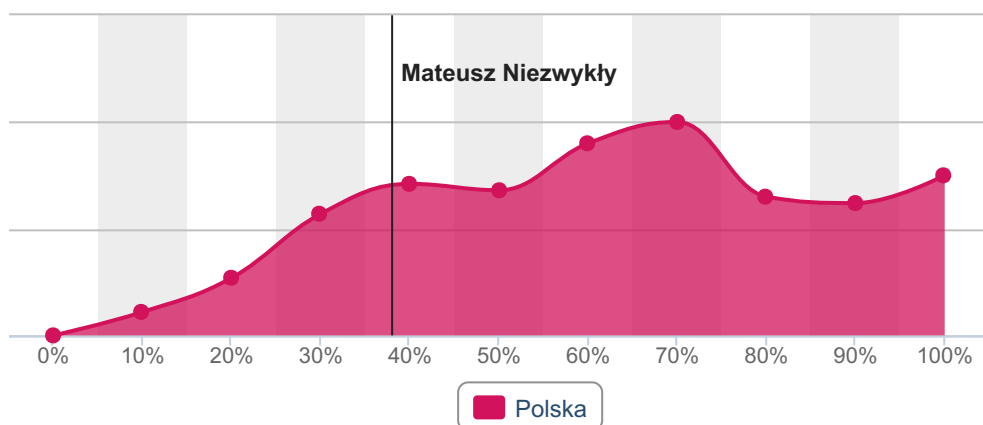
BUILDING RAPPORT



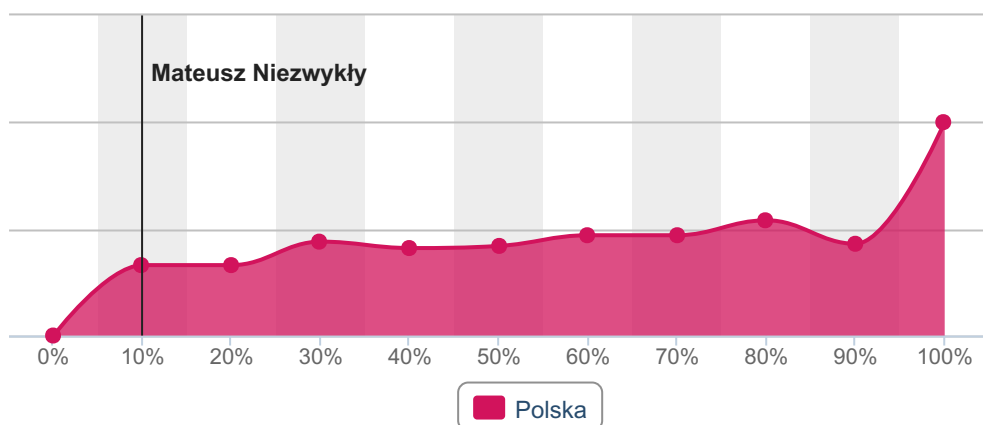
FOLLOWING THE SALES PROCESS



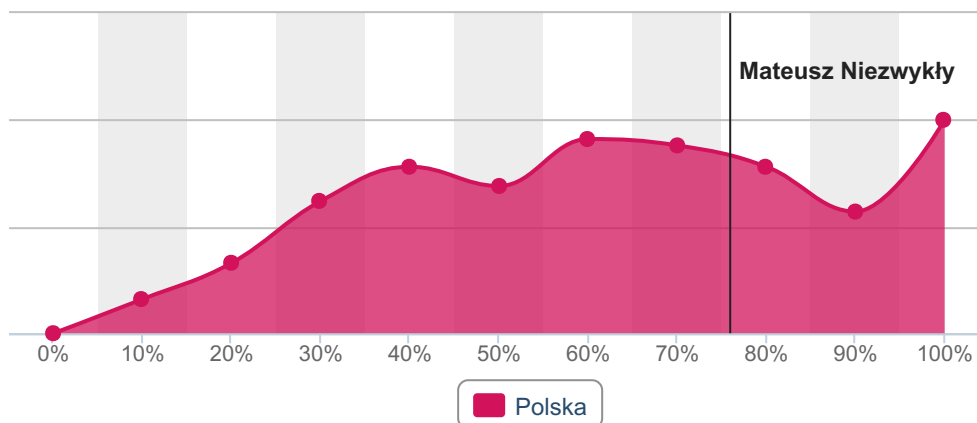
GOAL ORIENTATION



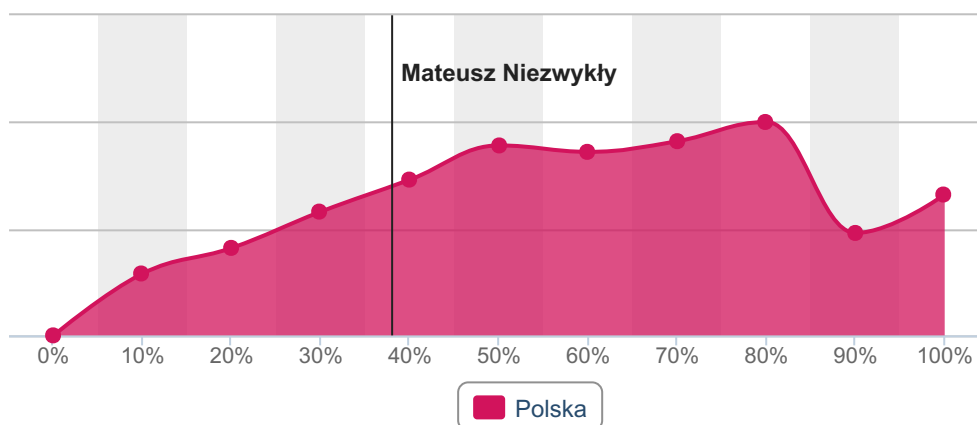
GAINING TRUST



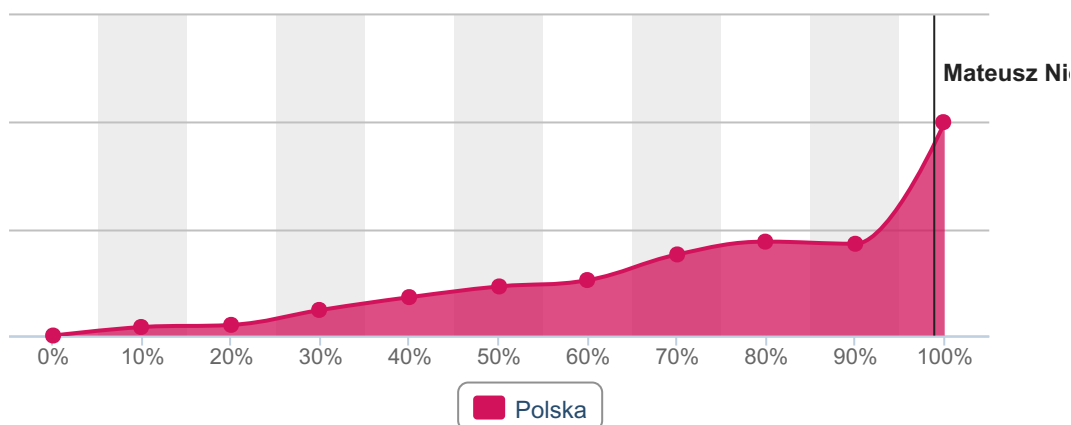
CONTROLLING THE SALES PROCESS



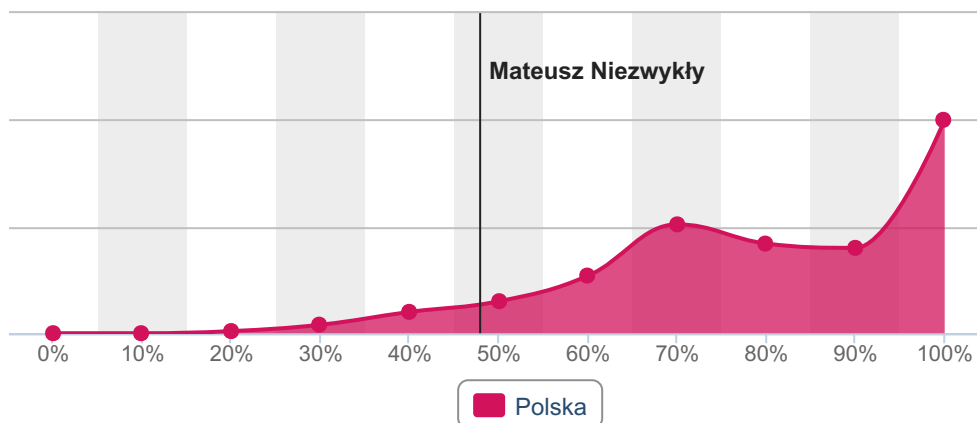
HANDLING OBJECTIONS



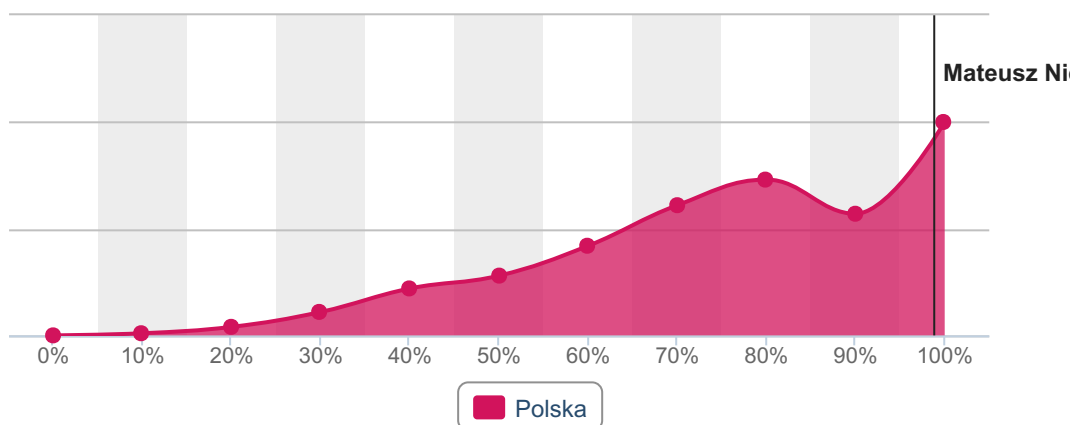
QUESTIONING EFFECTIVENESS



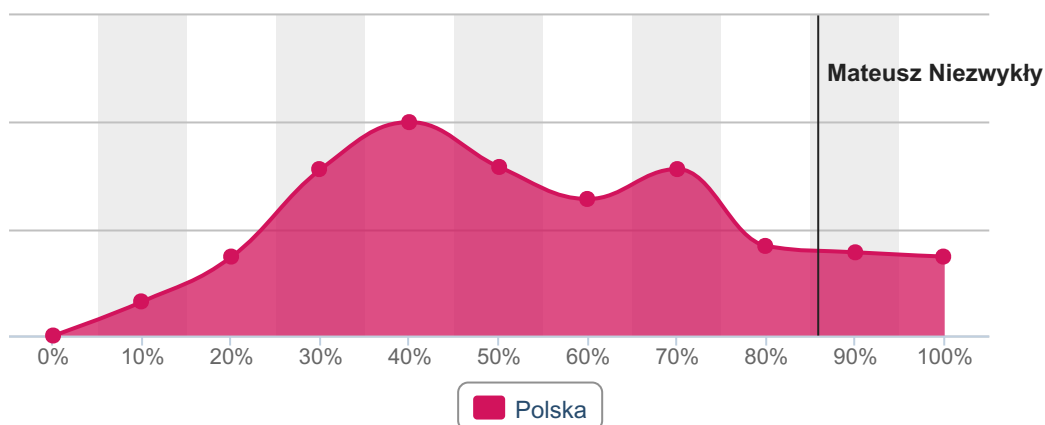
ACTIVE LISTENING



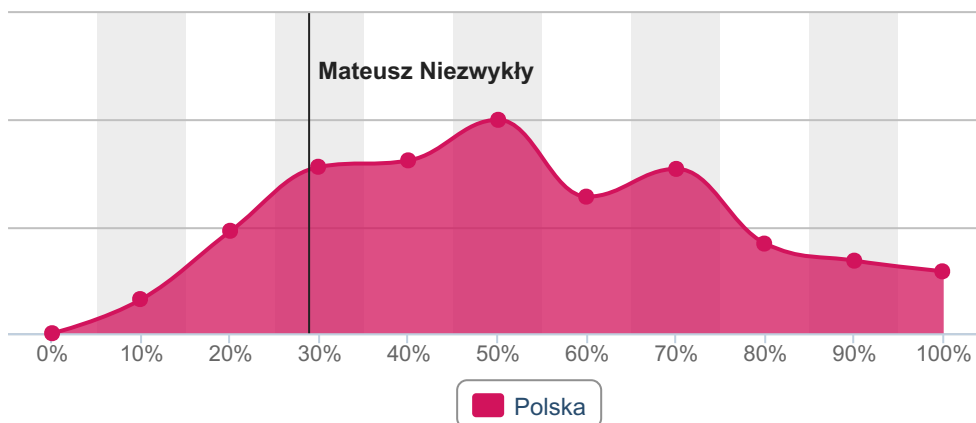
CRITICAL THINKING



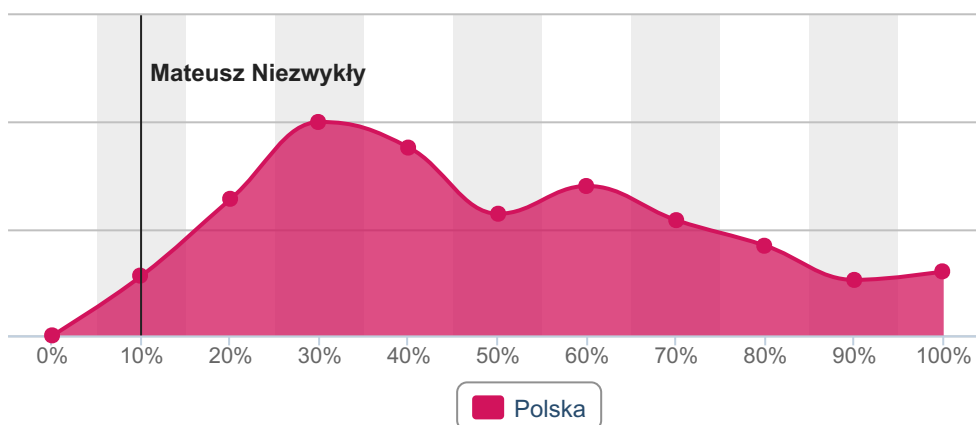
INITIATIVE



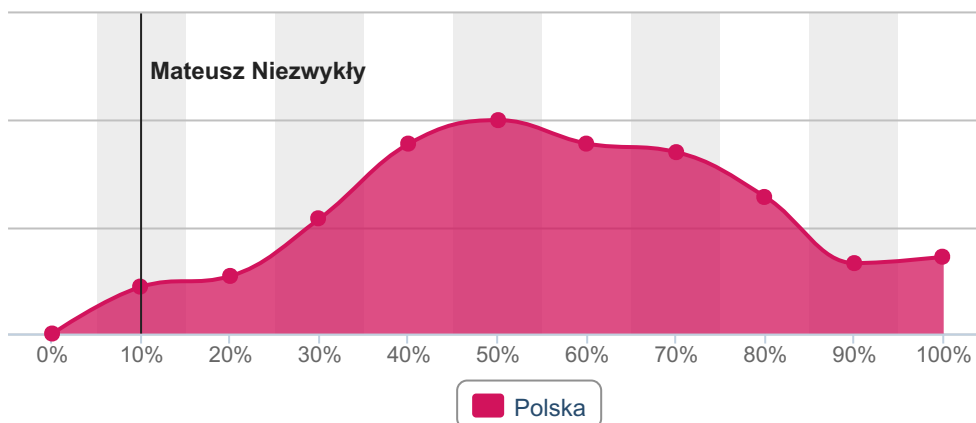
PRESENTING



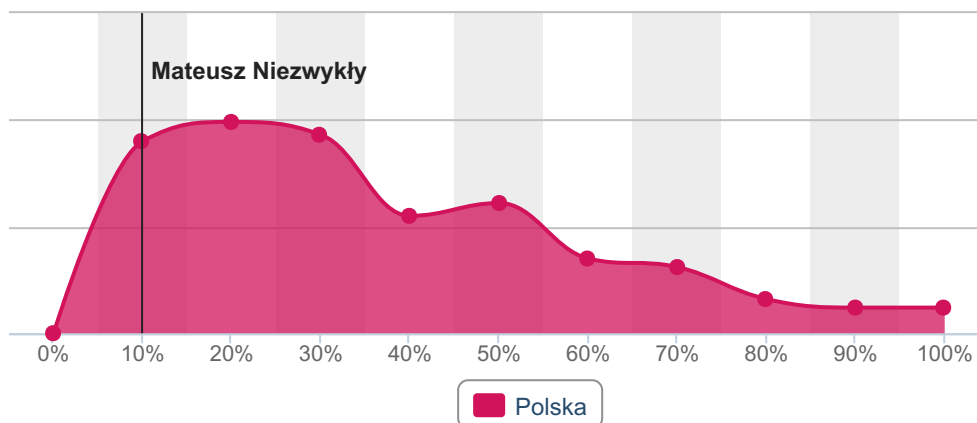
TIME MANAGEMENT



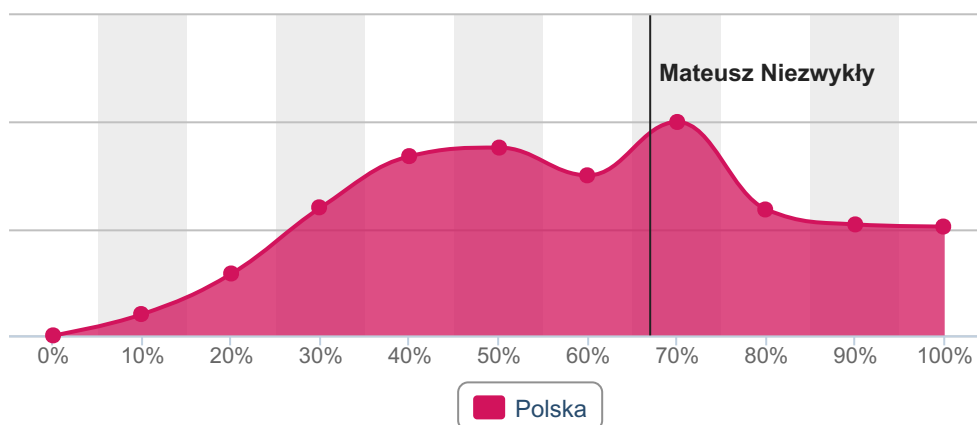
DEALING WITH FAILURE



DETERMINED COMPETITIVENESS



MONEY CONCEPT



EMOTIONAL DETACHMENT

