

FinxS® Sales Capacity Assessment - Mindset & Competence 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 provides this person's Sales Mindset and Competence scores.

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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	10%	Active Listening	48%
Hunger	73%	Finding the truth	83%
Next Step	21%	Logic	99%
Influencing	14%	Critical Thinking	99%
Qualifying	48%	Logic	99%
Hunter	54%	Hunger	73%
Reading the situation	58%	Reading the situation	58%
Finding the truth	83%	Initiative	86%
Building Rapport	38%	Taking control	69%
Reading the situation	58%	Presenting	29%
Empathy	56%	Logic	99%
Following the Sales Process	99%	Taking control	69%
Logic	99%	Influencing	14%
Goal Orientation	38%	Time Management	10%
Hunger	73%	Hunter	54%
Next Step	21%	Taking control	69%
Gaining Trust	10%	Next Step	21%
Empathy	56%	Dealing with Failure	10%
Social approval	21%	Persistence	14%
Controlling the Sales Process	76%	Reading the situation	58%
Reading the situation	58%	Determined Competitiveness	10%
Next Step	21%	Hunter	54%
Taking control	69%	Persistence	14%
Handling Objections	38%	Money Concept	67%
Conquering	90%	Conquering	90%
Hunter	54%	Hunter	54%
Questioning Effectiveness	99%	Influencing	14%
Conquering	90%	Emotional Detachment	99%
Finding the truth	83%	Conquering	90%
		Hunter	54%