FinxS® Sales Capacity Assessment - Mindset & Competence Report



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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Organization:

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#ThePowerOfBusinessIsPeople

The power of competence in sales







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.

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	Questioning Effectiveness	99%
Finding the truth 83%	Conquering	90%
-	Finding the truth	83%

Active Listening	48%
Finding the truth	83%
Logic	99%
Critical Thinking	99%
Logic	99%
Hunger	73%
Reading the situation	58%
Initiative	86%
Taking control	69%
Presenting	29%
Logic	99%
Taking control	69%
Influencing	14%
Time Management	10%
Hunter	54%
Taking control	69%
Next Step	21%
Dealing with Failure	10%
Persistence	14%
Reading the situation	58%
Determined Competitiveness	10%
Hunter	54%
Persistence	14%
Money Concept	67%
Conquering	90%
Hunter	54%
Influencing	14%
Emotional Detachment	99%
Conquering	90%

