Organization:

Date:

Firma Testowa

26.11.2024



Summary Report

This report provides an overall summary of the FinxS® Sales Capacity Assessment results. This report is designed for users with extensive experience with the tool. Please refer to other reports for more in-depth understanding of the results.

Top 6 Competence scores

99%	Controlling the Sales Process	95%	Money Concept
95%	Following the Sales Process	86%	Critical Thinking
86%	Prospecting	76%	Questioning Effectiveness

Top 3 Mindset scores

Finding the truth	99%
Reading the situation	99%
Influencing	83%

Excuse Index®

28%
Jan Przykładny

Top 3 Sales Roles

69%

Sales Forerunner

62%

Sales Innovator

60%

Sales Dealer

Answering time: 24:30 min



