

Team Competence Table

	10%		39%			76%		99%		
Prospecting	5	1						2		31%
Qualifying			1	1	2	1	1	1	1	65%
Building Rapport	2		2	1		1		1	1	50%
Following the Sales Process	5			1					2	37%
Goal Orientation	3	1	4							27%
Gaining Trust	4			2	1	1				33%
Controlling the Sales Process		1	1		1	1	1		3	70%
Handling Objections	1	1	1			1		1	3	64%
Questioning Effectiveness	1		1			1	1	1	3	71%
Active Listening	2			1		2	1	1	1	58%
Critical Thinking	1				1			3	3	76%
Initiative				3	1	1		1	2	69%
Presenting		2		2		2		2		57%
Time Management	2		1	1	1			1	2	54%
Dealing with Failure	2		1	2	1		1		1	48%
Determined Competitiveness	6		1				1			24%
Money Concept			1			3	1		3	76%
Emotional Detachment	2		2			1	1		2	54%
	0		33			67		99		
Excuse Index			3	1	3	1				42

The above table shows the distribution of the team members along with each of the 18 sales competences. The numbers indicate how many persons are in each frame.

Green at right end of the scale indicates competences that are the team members' strengths. Yellow indicates competences the members want to try to make their strengths, succeeding occasionally or not quite fully reaching full proficiency. Green at left end of the scale indicates competences that are not the team members' strengths.