

Team Details Table

	Average			St. Deviation			Highest			Lowest		
Prospecting	31	34	86	10	31	34	86	10	31	34	86	10
Qualifying	66	19	95	38	66	19	95	38	66	19	95	38
Building Rapport	50	30	95	11	50	30	95	11	50	30	95	19
Following the Sales Process	38	39	99	10	38	39	99	10	38	39	99	48
Goal Orientation	28	11	38	10	28	11	38	10	28	11	38	38
Gaining Trust	34	24	67	10	34	24	67	10	34	24	67	67
Controlling the Sales Process	71	28	99	29	71	28	99	29	71	28	99	57
Handling Objections	64	36	99	10	64	36	99	10	64	36	99	10
Questioning Effectiveness	71	32	99	10	71	32	99	10	71	32	99	86
Active Listening	58	33	99	10	58	33	99	10	58	33	99	76
Critical Thinking	77	30	99	10	77	30	99	10	77	30	99	86
Initiative	69	23	99	48	69	23	99	48	69	23	99	99
Presenting	58	23	86	29	58	23	86	29	58	23	86	48
Time Management	55	35	95	10	55	35	95	10	55	35	95	10
Dealing with Failure	48	30	99	10	48	30	99	10	48	30	99	10
Determined Competitiveness	24	23	76	10	24	23	76	10	24	23	76	10
Money Concept	76	21	99	38	76	21	99	38	76	21	99	67
Emotional Detachment	54	35	99	10	54	35	99	10	54	35	99	95

	Average	St. Deviation	Highest	Lowest	Iwona Domator	Mateusz Niezwykły	Jan Przykładny	Ewa Przykładowa	Magdalena Przymiarka	Martyna Sample	Czarek Stalowy	Aldona Wyjątkowa
Conquering	78	9	90	63	83%	90%	76%	63%	69%	90%	76%	76%
Hunter	58	22	95	36	83%	54%	60%	54%	36%	42%	95%	36%
Persistence	42	29	99	10	42%	14%	28%	56%	56%	28%	99%	10%
Reading the situation	81	23	99	42	99%	58%	99%	99%	83%	99%	42%	67%
Logic	53	31	99	14	14%	99%	83%	35%	63%	49%	14%	69%
Hunger	62	10	73	52	52%	73%	52%	62%	73%	62%	52%	73%
Empathy	57	23	83	28	69%	56%	28%	42%	83%	69%	28%	83%
Social approval	57	26	83	21	83%	21%	21%	42%	83%	83%	62%	62%
Taking control	75	16	99	49	99%	69%	69%	69%	49%	69%	76%	97%
Next Step	47	27	83	10	62%	21%	62%	83%	31%	31%	73%	10%
Finding the truth	80	27	99	33	33%	83%	99%	99%	99%	99%	42%	83%
Influencing	52	35	97	14	83%	14%	83%	69%	14%	42%	97%	14%
Excuse Index	43	13	61	28	28%	53%	28%	33%	53%	39%	47%	61%