

## Executive Summary

Below, you will find the respondent's scores for the 18 sales competences based on their responses in the FinxS® Sales Capacity Assessment questionnaire. As you review the results, remember that they reflect their current level of competence. If they so choose, they can develop their skills in all of the 18 sales competences.

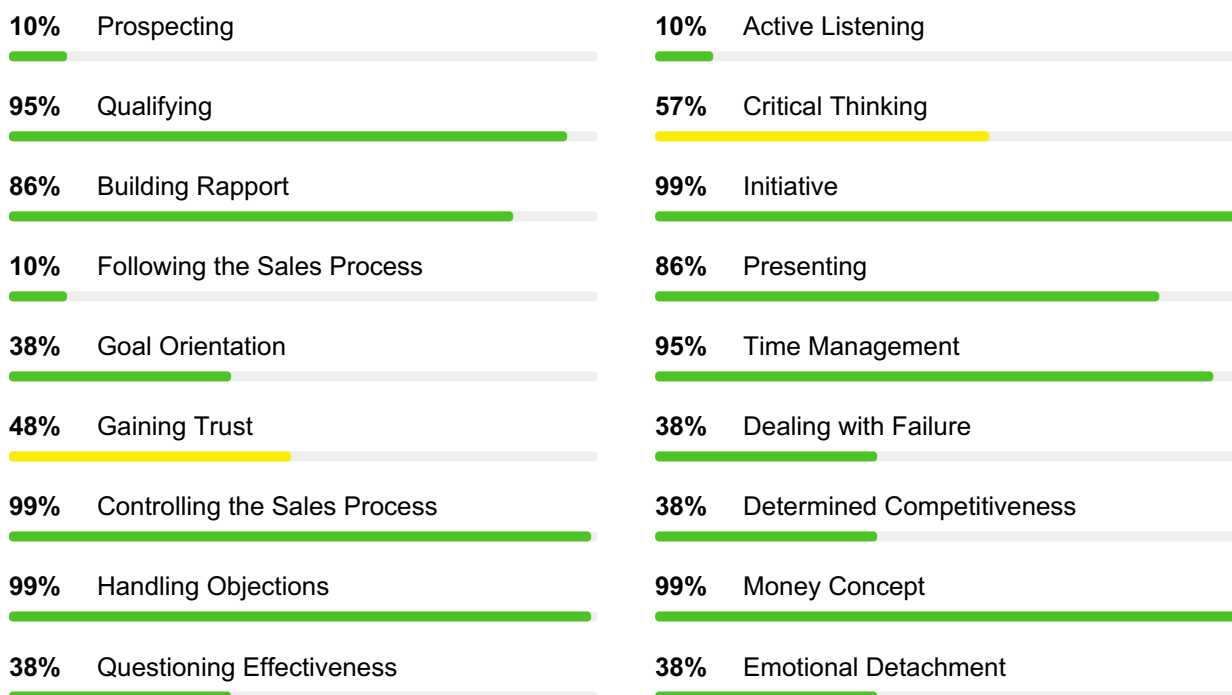
While reviewing the scores, consider how important the different competences are to your specific sales job requirements. For example, the respondent may have a low score with a competence that is not important to the success in your sales job. Therefore, it may not be very relevant and it may actually be beneficial that the respondent does not focus on it.

Also, you may want to review the respondent's hard-wired, behavioral style scores for the same 18 sales competences in the FinxS® Sales 18 assessment. It will help you by providing corroborating information as well as to identify areas you may want to explore more.

### Color Coding

Green color only highlights low and high scores. The scores in between are in yellow. The colors DO NOT refer to bad, good, or ideal scores.

### Overall Scores



Answering time 18:22 min

### NOTES

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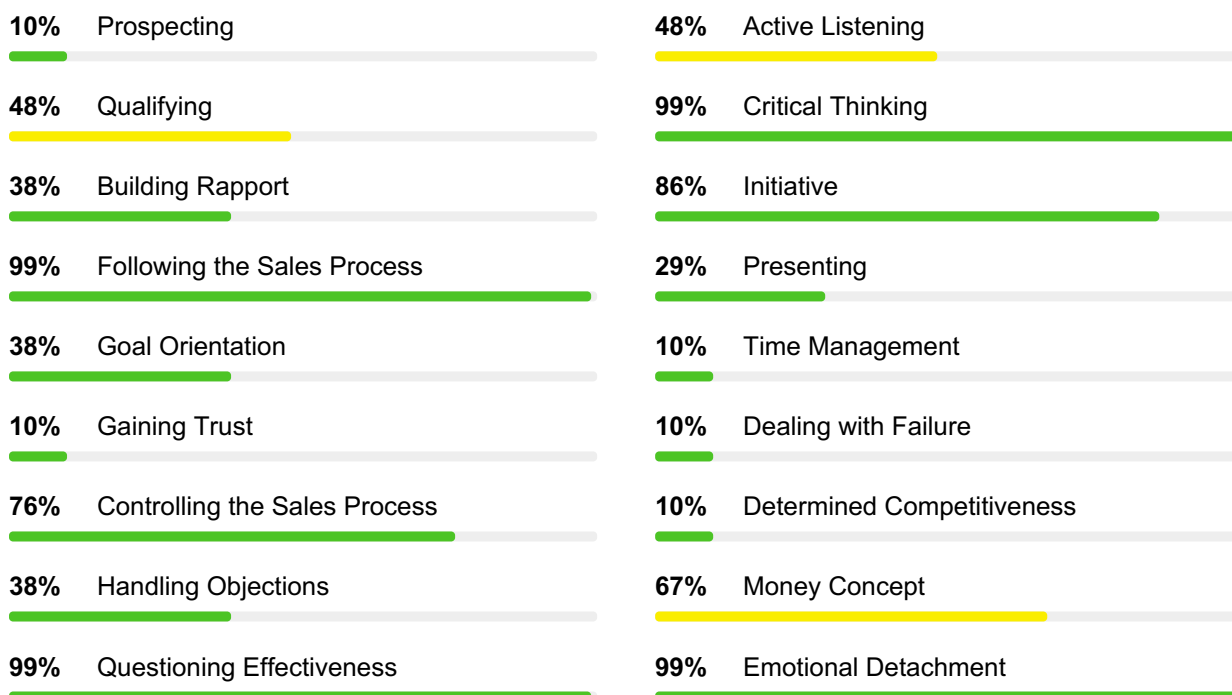
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### Overall Scores



Answering time 15:02 min

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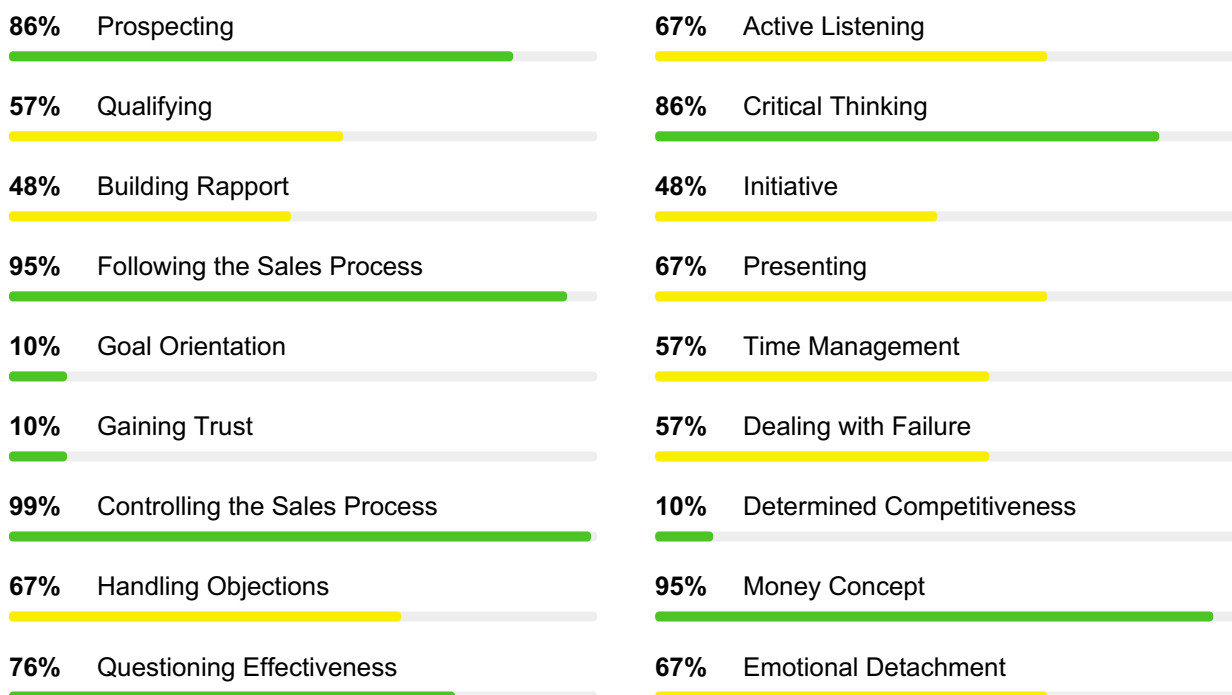
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### Overall Scores



Answering time 24:30 min

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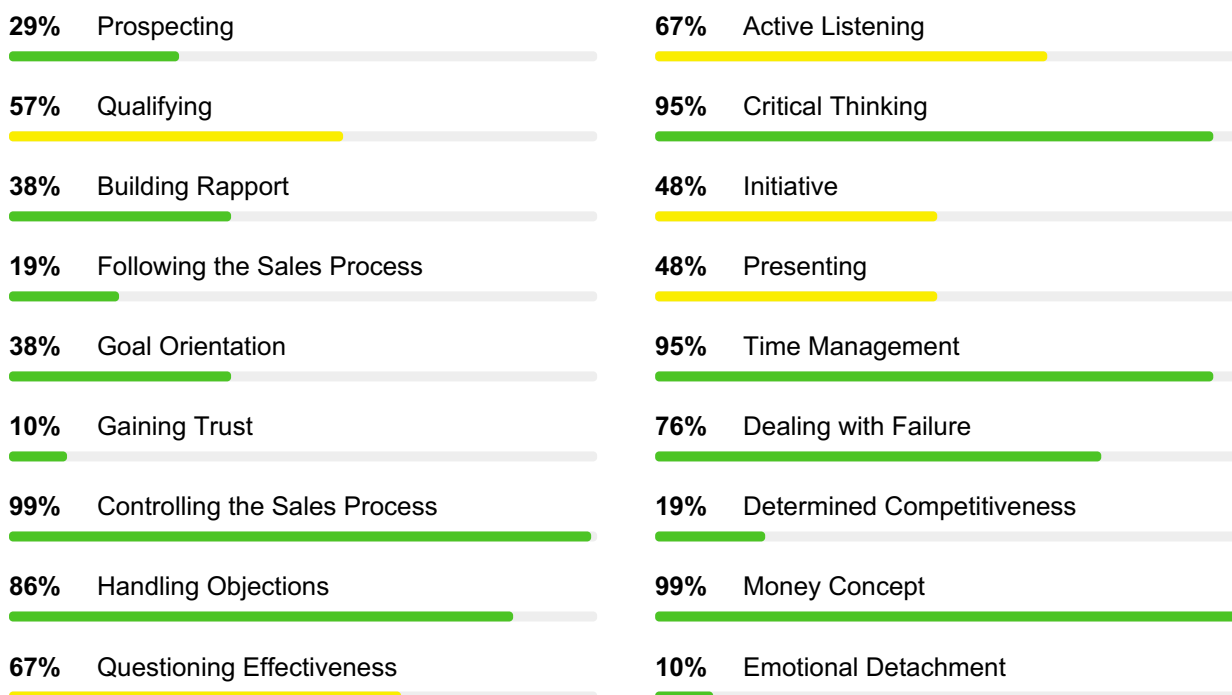
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### Overall Scores



Answering time 14:14 min

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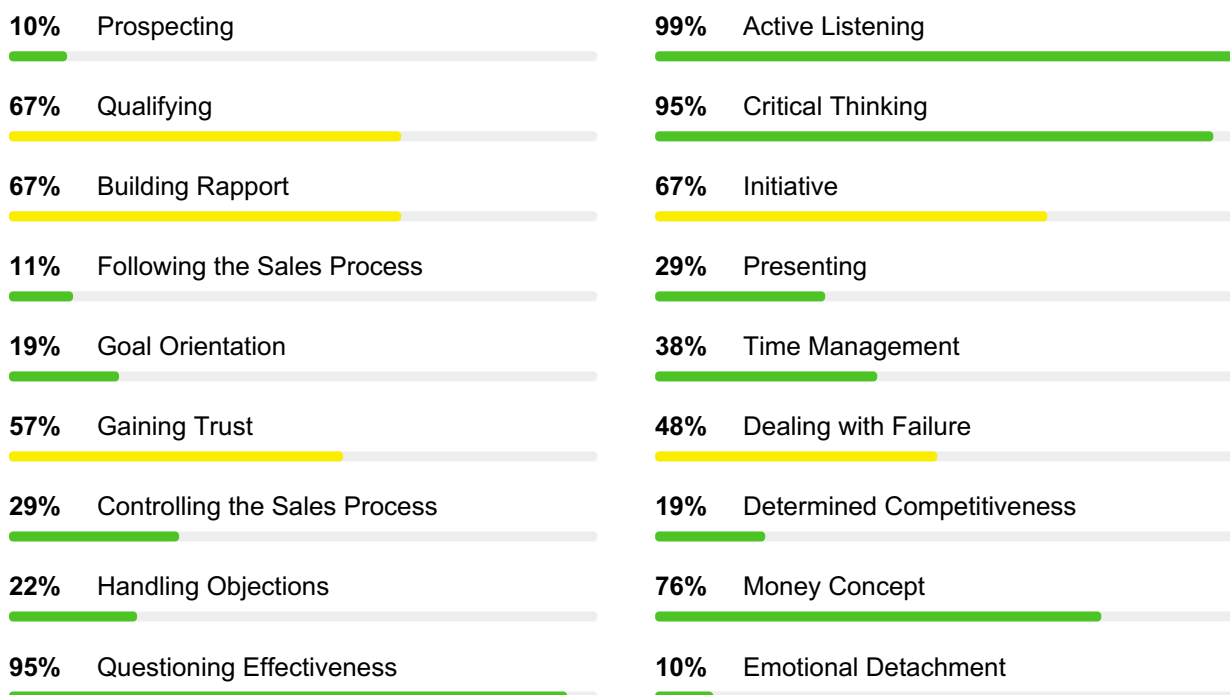
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### Overall Scores



Answering time 18:03 min

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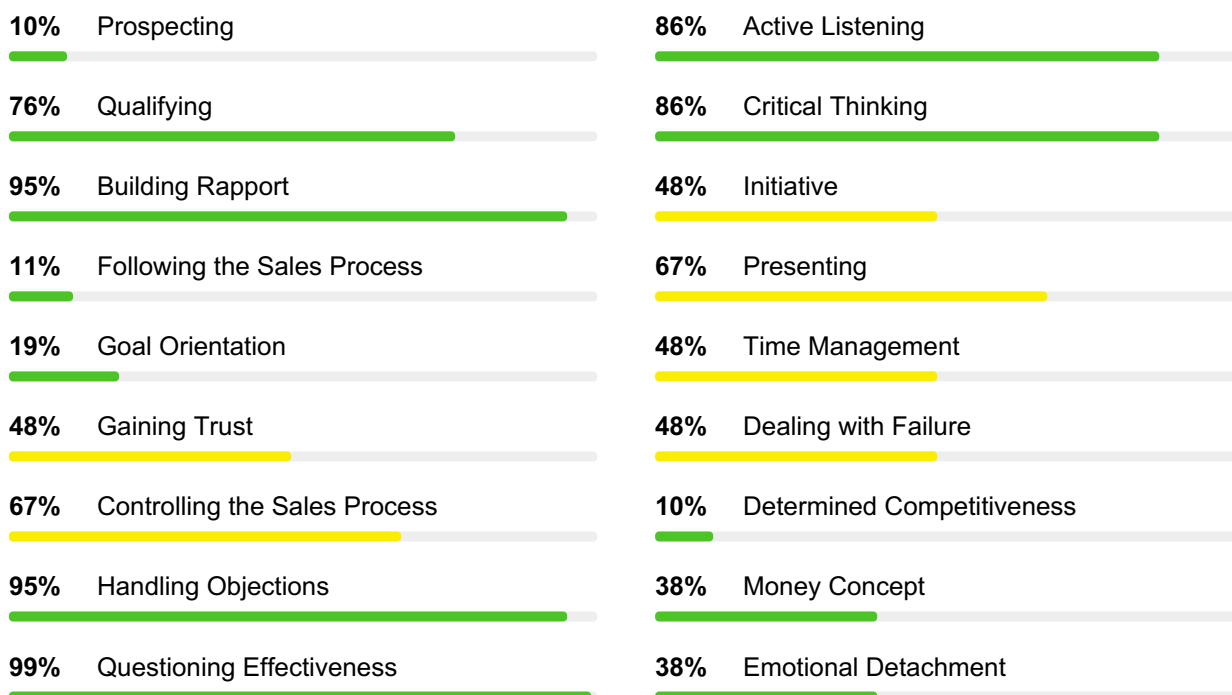
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### Overall Scores



Answering time 21:34 min

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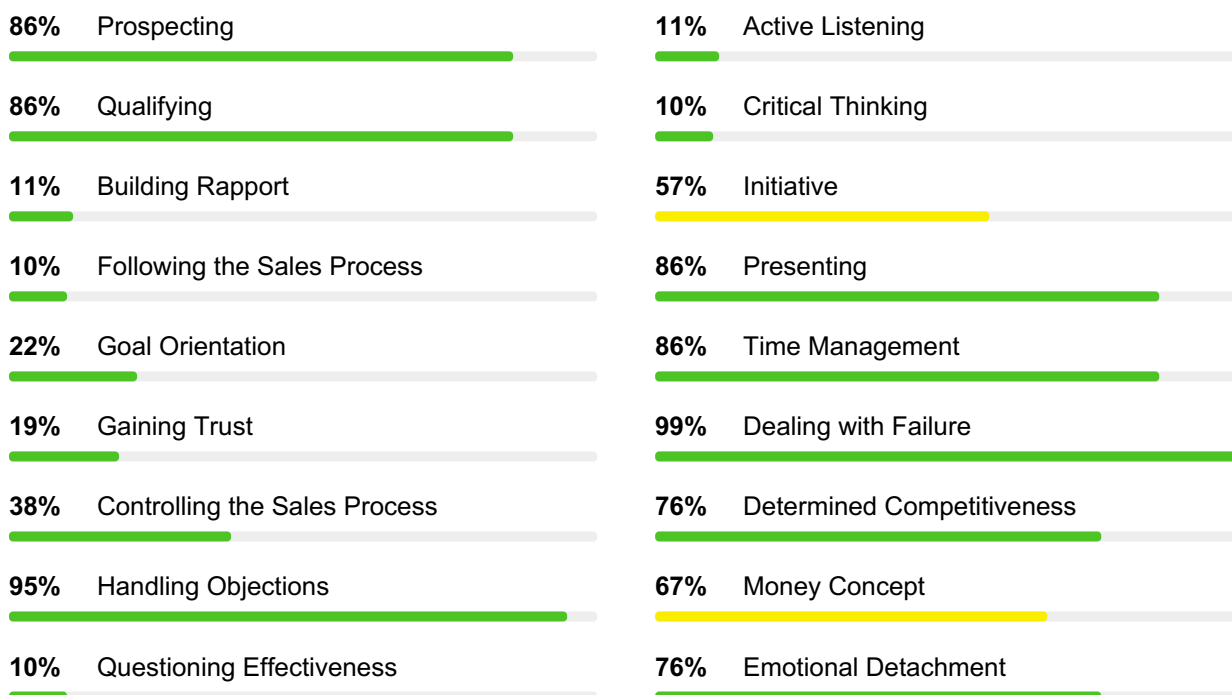
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### Overall Scores



Answering time 10:12 min

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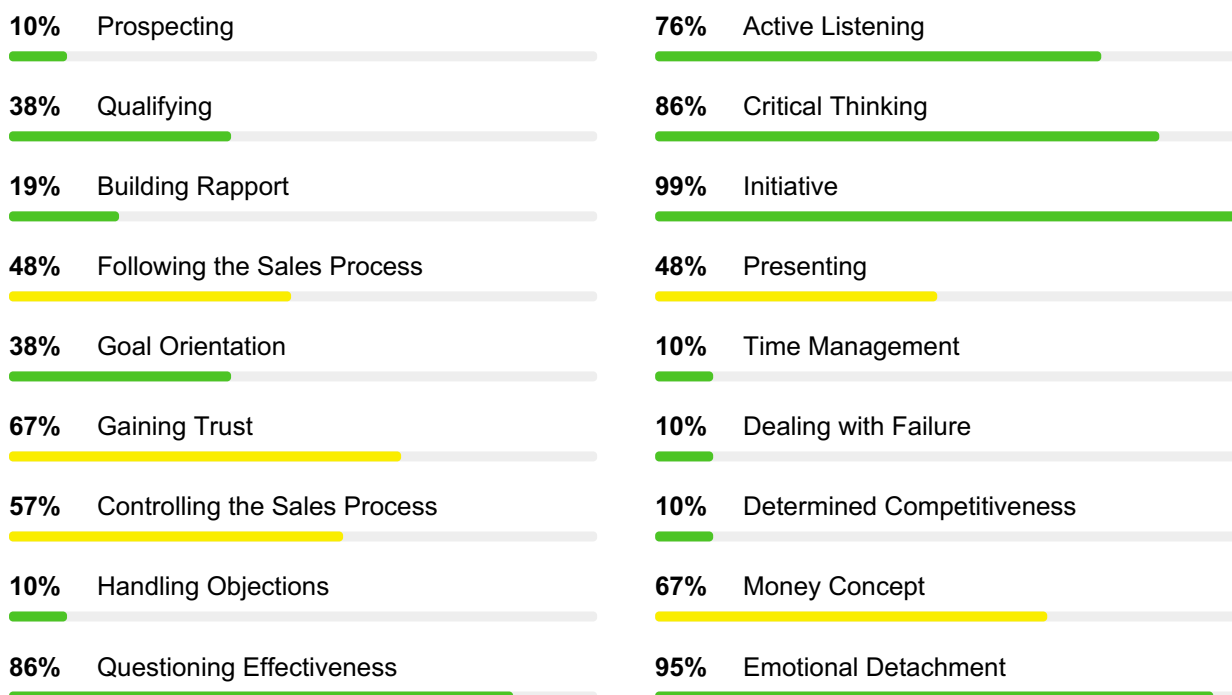
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### Overall Scores



Answering time 11:05 min

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