Date:

Firma Testowa

25.11.2024



# **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**

10%	Prospecting	10%	Active Listening
95%	Qualifying	57%	Critical Thinking
86%	Building Rapport	99%	Initiative
10%	Following the Sales Process	86%	Presenting
38%	Goal Orientation	95%	Time Management
48%	Gaining Trust	38%	Dealing with Failure
99%	Controlling the Sales Process	38%	Determined Competitiveness
99%	Handling Objections	99%	Money Concept
38%	Questioning Effectiveness	38%	Emotional Detachment

## Answering time 18:22 min





Date:

Firma Testowa

14.10.2024



# **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.

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### **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**

10%	Prospecting	48%	Active Listening
48%	Qualifying	99%	Critical Thinking
38%	Building Rapport	86%	Initiative
99%	Following the Sales Process	29%	Presenting
38%	Goal Orientation	10%	Time Management
10%	Gaining Trust	10%	Dealing with Failure
76%	Controlling the Sales Process	10%	Determined Competitiveness
38%	Handling Objections	67%	Money Concept
99%	Questioning Effectiveness	99%	Emotional Detachment

## Answering time 15:02 min





Date:

Firma Testowa

26.11.2024



# **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.

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### **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**

86%	Prospecting	67%	Active Listening
57%	Qualifying	86%	Critical Thinking
48%	Building Rapport	48%	Initiative
95%	Following the Sales Process	67%	Presenting
10%	Goal Orientation	57%	Time Management
10%	Gaining Trust	57%	Dealing with Failure
99%	Controlling the Sales Process	10%	Determined Competitiveness
67%	Handling Objections	95%	Money Concept
76%	Questioning Effectiveness	67%	Emotional Detachment

## Answering time 24:30 min





Date:

Firma Testowa

29.10.2024



# **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.

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### **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**

29%	Prospecting	67%	Active Listening
57%	Qualifying	95%	Critical Thinking
38%	Building Rapport	48%	Initiative
19%	Following the Sales Process	48%	Presenting
38%	Goal Orientation	95%	Time Management
10%	Gaining Trust	76%	Dealing with Failure
99%	Controlling the Sales Process	19%	Determined Competitiveness
86%	Handling Objections	99%	Money Concept
67%	Questioning Effectiveness	10%	Emotional Detachment

## Answering time 14:14 min





Date:

Firma Testowa

14.10.2024



# **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.

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### **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**

10%	Prospecting	99%	Active Listening
67%	Qualifying	95%	Critical Thinking
67%	Building Rapport	67%	Initiative
11%	Following the Sales Process	29%	Presenting
19%	Goal Orientation	38%	Time Management
57%	Gaining Trust	48%	Dealing with Failure
29%	Controlling the Sales Process	19%	Determined Competitiveness
22%	Handling Objections	76%	Money Concept
95%	Questioning Effectiveness	10%	Emotional Detachment

## Answering time 18:03 min





Date:

Firma Testowa

29.10.2024



# **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.

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### **Color Coding**

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#### **Overall Scores**

10%	Prospecting	86%	Active Listening
76%	Qualifying	86%	Critical Thinking
95%	Building Rapport	48%	Initiative
11%	Following the Sales Process	67%	Presenting
19%	Goal Orientation	48%	Time Management
48%	Gaining Trust	48%	Dealing with Failure
67%	Controlling the Sales Process	10%	Determined Competitiveness
95%	Handling Objections	38%	Money Concept
99%	Questioning Effectiveness	38%	Emotional Detachment

## Answering time 21:34 min





Date:

Firma Testowa

23.10.2024



# **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**

86%	Prospecting	11%	Active Listening
86%	Qualifying	10%	Critical Thinking
11%	Building Rapport	57%	Initiative
10%	Following the Sales Process	86%	Presenting
22%	Goal Orientation	86%	Time Management
19%	Gaining Trust	99%	Dealing with Failure
38%	Controlling the Sales Process	76%	Determined Competitiveness
95%	Handling Objections	67%	Money Concept
10%	Questioning Effectiveness	76%	Emotional Detachment

## Answering time 10:12 min





Date:

Firma Testowa

23.10.2024



# **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.

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### **Color Coding**

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#### **Overall Scores**

10%	Prospecting	76%	Active Listening
38%	Qualifying	86%	Critical Thinking
19%	Building Rapport	99%	Initiative
48%	Following the Sales Process	48%	Presenting
38%	Goal Orientation	10%	Time Management
67%	Gaining Trust	10%	Dealing with Failure
57%	Controlling the Sales Process	10%	Determined Competitiveness
10%	Handling Objections	67%	Money Concept
86%	Questioning Effectiveness	95%	Emotional Detachment

## Answering time 11:05 min



