

Scores

This assessment is based on the responses given in the Extended DISC® Behavioral Assessment Questionnaire. This assessment should not be the sole criterion for making decisions about this team. The purpose of this report is to provide supporting information both for the manager and the team members in team development.

Sales Team

Organization:

Firma Testowa

Date:

24.07.2025



Sales Team

Organization:

Date:

Firma Testowa**24.07.2025****Introduction to the FinxS® Sales 18 Team Report:**

This FinxS® Sales 18 Team Report is specifically intended to be used with your FinxS® Sales Capacity Assessment. It is designed to help you to better understand and further develop the skills of your sales team needs to successfully perform the 18 important competences for selling success as measured in the FinxS® Sales Capacity Assessment.

How to use the FinxS® Sales 18:

This assessment identifies the natural, hard-wired DISC behavioral tendencies in the same 18 competences of selling success to allow you to discover the similarities and differences between the natural behavioral style and the current level of competence of your sales team as measured by FinxS® Sales Capacity Assessment. Each of the 18 competences is deconstructed into individual behavioral competences to allow for a very clear identification of the unique sales strengths and development areas.

Every behavioral competence shows an expectation score of "5". No one will ever score "5" on every competence. Rather, the expectation scores are the ideal, or target, scores that are compared against team members' natural behavioral styles.

Finally, it is highly recommended that you will review the results with a professional facilitator or a sales coach who has been trained to interpret this FinxS® Sales 18 together with your FinxS® Sales Capacity Assessment before you go through the results with your team. They have been professionally trained to interpret both assessments and the consequences of your combined results to develop a clear roadmap to success.

**Disclaimer:**

FinxS® Sales 18 results should never, and in no circumstances, be used as the sole criterion to make decisions. It is not designed, and cannot be used, to make "yes-no" hiring decisions. One must always consider many other factors, such as skills, attitudes, intelligence, knowledge, education and experience that are not measured by this assessment.

Sales Team

Organization:

Date:

Firma Testowa

24.07.2025

Prospecting - Definition

Active searching of new potential customers to ensure there is always sufficient opportunities to create new business. Among the prospecting activities are cold calling, asking for referrals and networking.

Prospecting - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Prospecting

44% Aneta Kolorowa



22% Krzysztof Niebywały



23% Mateusz Niezwykły



22% Ala Przykładowa



42% Marta Robocza



82% Czarek Stalowy



20% Aleksandra Testowa



59% Aldona Wyjątkowa



Sales Team

Organization:

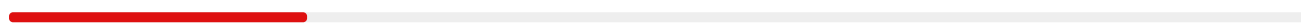
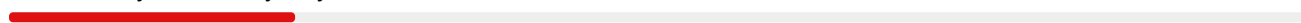
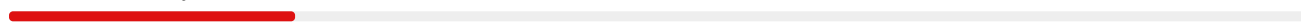
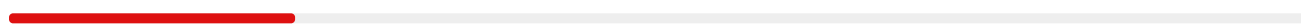
Date:

Firma Testowa**24.07.2025****Qualifying - Definition**

The systematic process of carefully verifying whether or not a prospect is willing and able to buy.

Qualifying - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Qualifying**23%** Aneta Kolorowa**22%** Krzysztof Niebywały**68%** Mateusz Niezwykły**22%** Ala Przykładowa**22%** Marta Robocza**62%** Czarek Stalowy**54%** Aleksandra Testowa**63%** Aldona Wyjątkowa

Sales Team

Organization:

Date:

Firma Testowa

24.07.2025

Building Rapport - Definition

Creating, developing and maintaining an open and trusting atmosphere for honest communication and sharing of information.

Building Rapport - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Building Rapport

92% Aneta Kolorowa



92% Krzysztof Niebywały



39% Mateusz Niezwykły



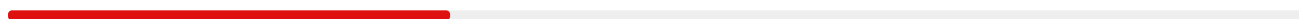
92% Ala Przykładowa



92% Marta Robocza



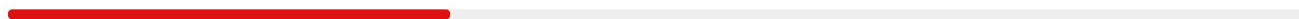
34% Czarek Stalowy



51% Aleksandra Testowa



34% Aldona Wyjątkowa



Sales Team

Organization:

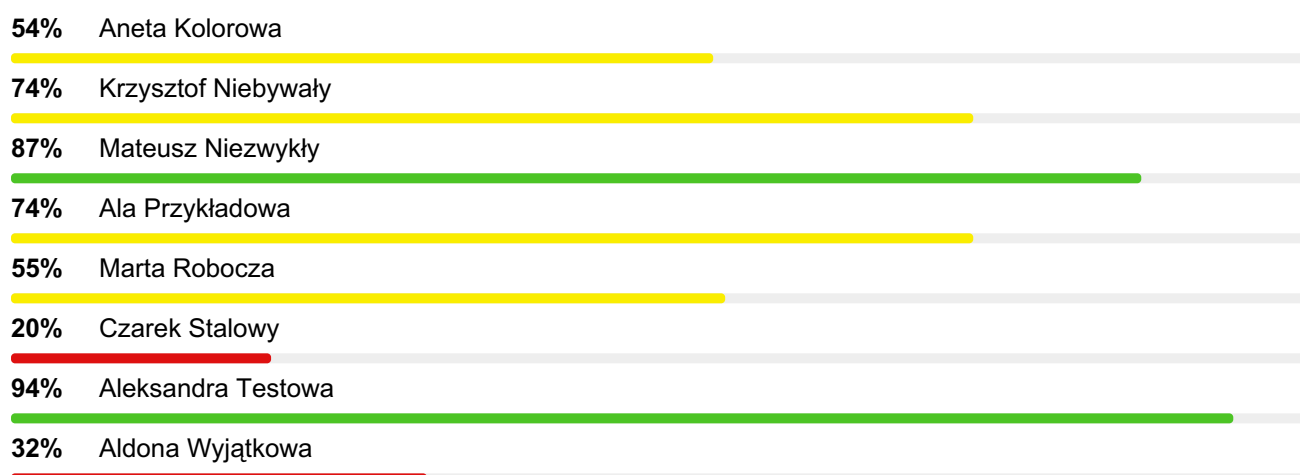
Date:

Firma Testowa**24.07.2025****Following the Sales Process - Definition**

Dutiful and diligent following of a systematic sales process to increase the success of the sales efforts.

Following the Sales Process - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Following the Sales Process

Sales Team

Organization:

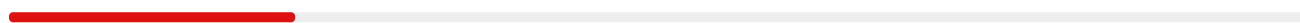
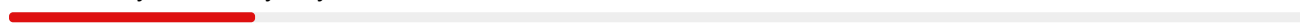
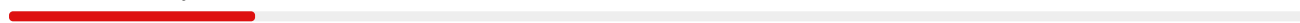
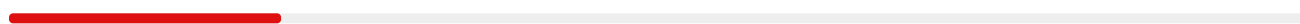
Date:

Firma Testowa**24.07.2025****Goal Orientation - Definition**

Disposition toward developing and demonstrating ability to achieve higher levels of performance and success.

Goal Orientation - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Goal Orientation**22%** Aneta Kolorowa**19%** Krzysztof Niebywały**52%** Mateusz Niezwykły**19%** Ala Przykładowa**21%** Marta Robocza**72%** Czarek Stalowy**43%** Aleksandra Testowa**71%** Aldona Wyjątkowa

Sales Team

Organization:

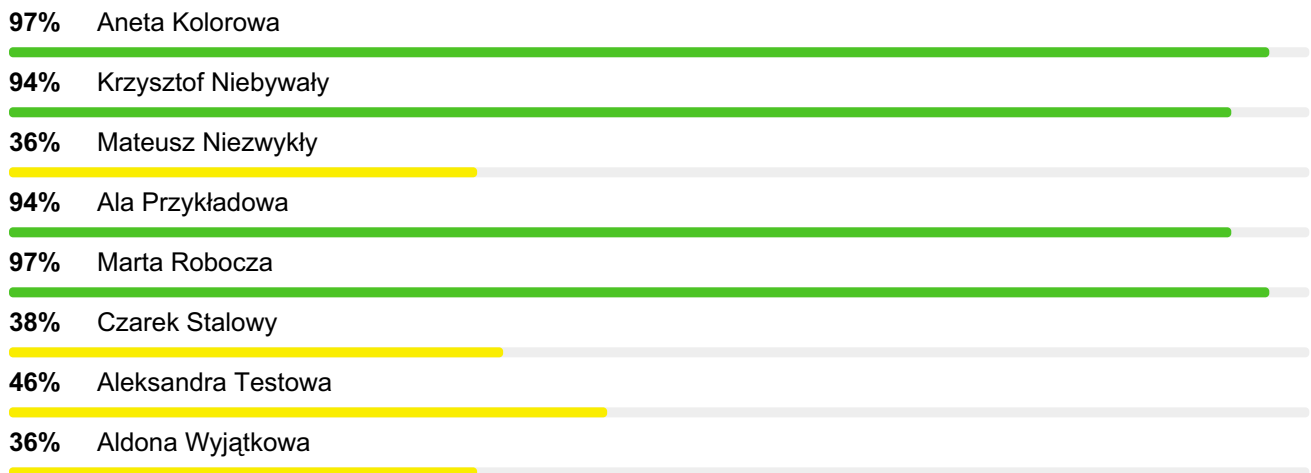
Date:

Firma Testowa**24.07.2025****Gaining Trust - Definition**

Respecting the prospects and wanting to keep them positive throughout the sales process. Wanting to understand how the prospect feels.

Gaining Trust - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Gaining Trust

Sales Team

Organization:

Date:

Firma Testowa

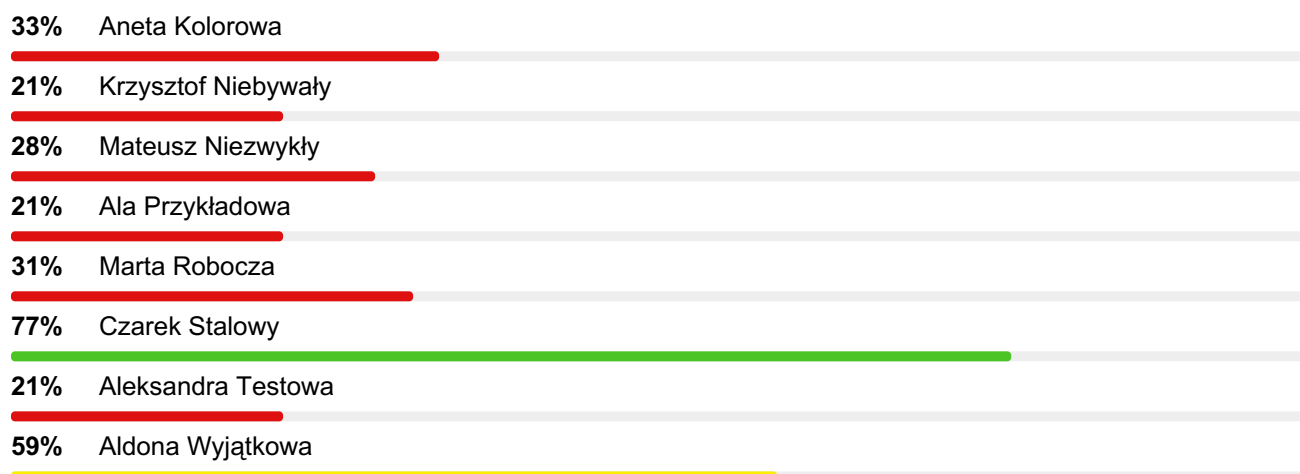
24.07.2025

Controlling the Sales Process - Definition

Actively taking charge of every step of the sales process by clearly defining and agreeing upon all the steps and possible outcomes with the prospect. The purpose is to help guide the prospect toward a decision.

Controlling the Sales Process - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Controlling the Sales Process

Sales Team

Organization:

Date:

Firma Testowa

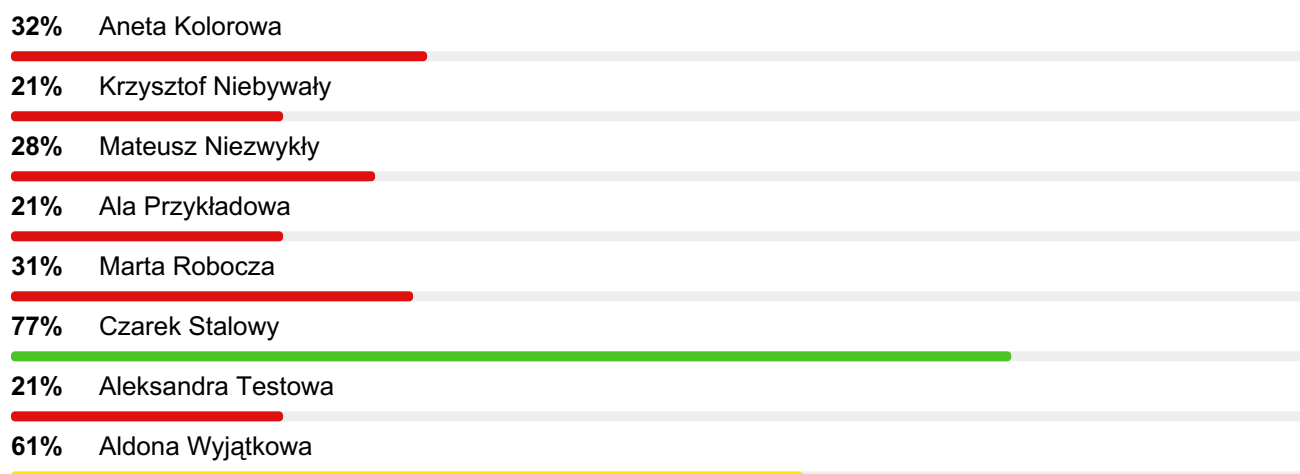
24.07.2025

Handling Objections - Definition

Dealing effectively with statements or questions raised by prospects that imply an unwillingness to buy at the present time.

Handling Objections - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Handling Objections

Sales Team

Organization:

Date:

Firma Testowa

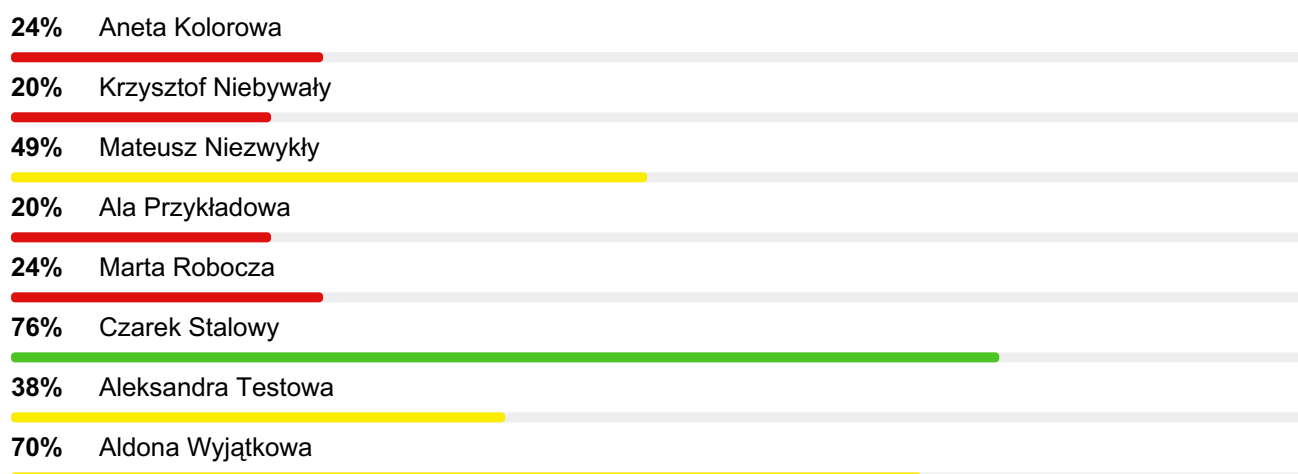
24.07.2025

Questioning Effectiveness - Definition

A structured and effective way of using well thought-out questions to reveal the prospect's true issues and challenges. Questions are used not only to help the prospect to share important and necessary information to discover if the solution can solve their problem, but also aid them in self-discovering previously unidentified issues.

Questioning Effectiveness - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Questioning Effectiveness

Sales Team

Organization:

Date:

Firma Testowa

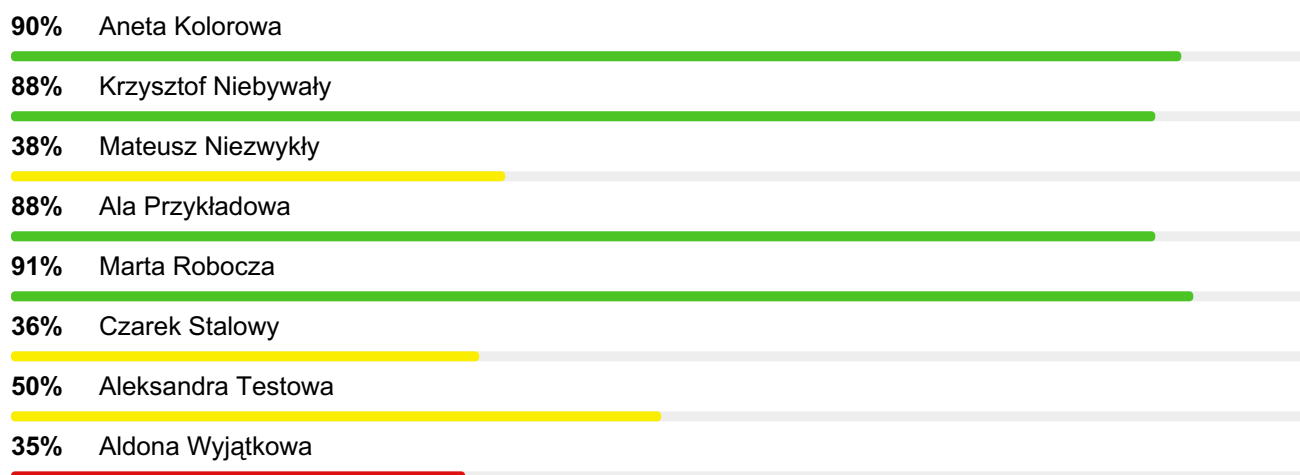
24.07.2025

Active Listening - Definition

Actively hearing and explicitly attempting to comprehend the meaning of the prospect's communication.

Active Listening - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Active Listening

Sales Team

Organization:

Date:

Firma Testowa

24.07.2025

Critical Thinking - Definition

The mental process of actively and skillfully conceptualizing, applying, analyzing, synthesizing, and evaluating information to discover if there is connection between the prospect's challenges and the sales professional's solution.

Critical Thinking - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Critical Thinking

25% Aneta Kolorowa



25% Krzysztof Niebywały



74% Mateusz Niezwykły



25% Ala Przykładowa



24% Marta Robocza



62% Czarek Stalowy



60% Aleksandra Testowa



69% Aldona Wyjątkowa



Sales Team

Organization:

Date:

Firma Testowa

24.07.2025

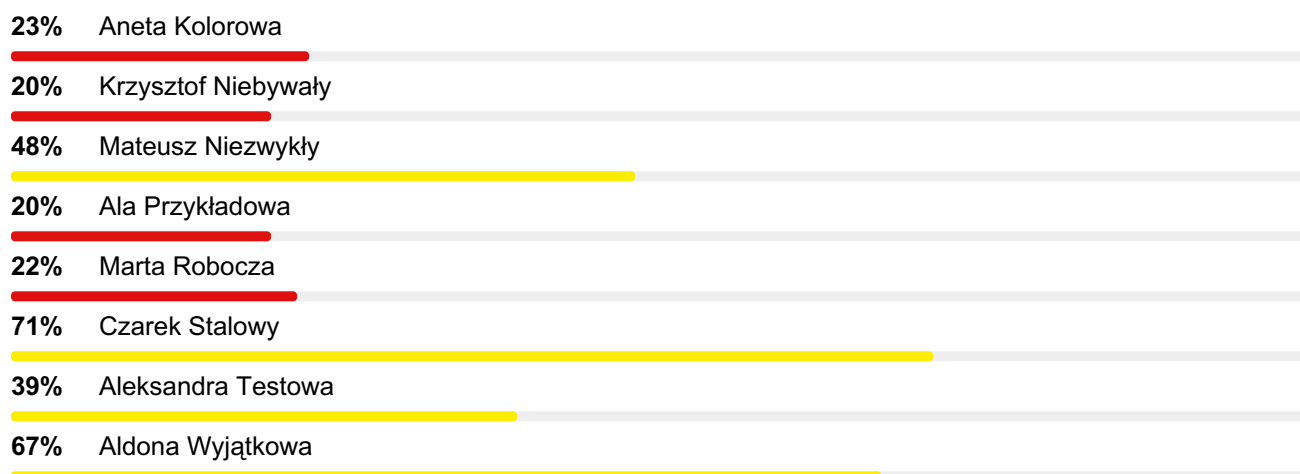
Initiative - Definition

The aspiration to achieve something, or to succeed, accompanied with motivation, determination and an internal drive to continually perform at a higher level.

Initiative - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Initiative



Sales Team

Organization:

Date:

Firma Testowa

24.07.2025

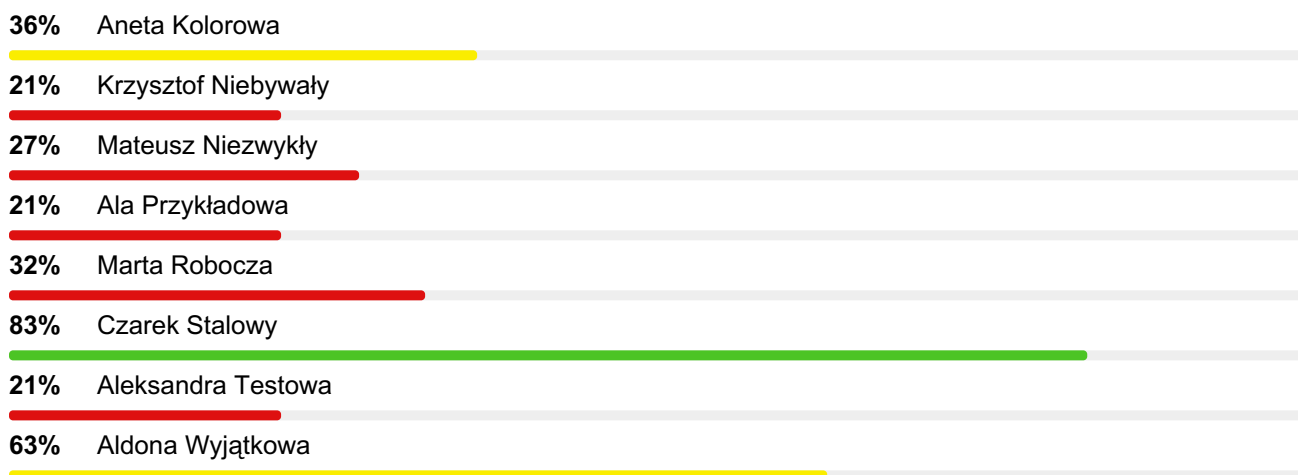
Presenting - Definition

The act of skillfully and compellingly communicating the proposed solution's effectiveness in solving the prospect's issues.

Presenting - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Presenting



Sales Team

Organization:

Date:

Firma Testowa

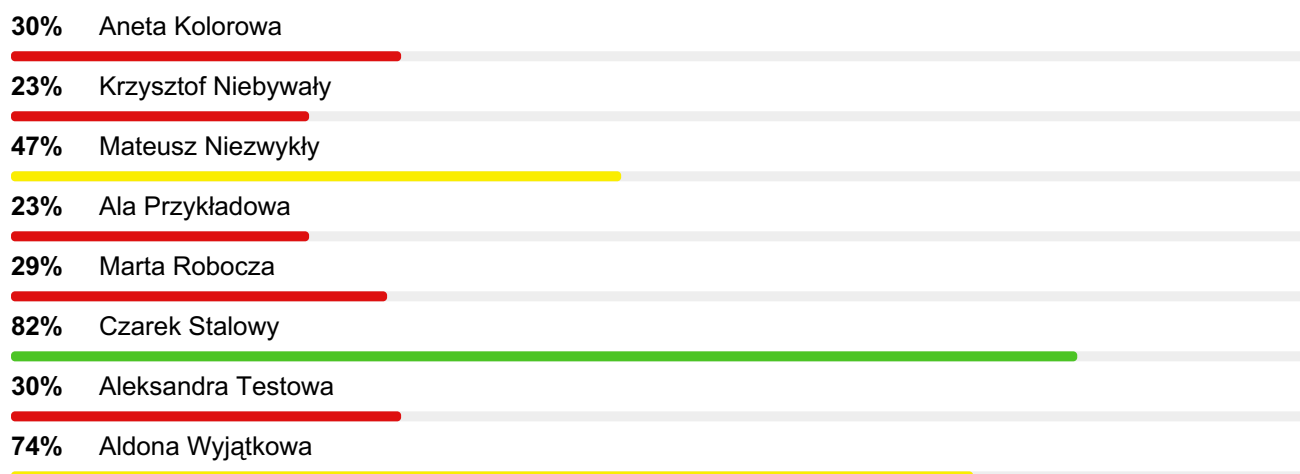
24.07.2025

Time Management - Definition

The ability to use one's time effectively or productively, especially at work. It is the process of organizing and planning how to productively divide time between specific sales activities.

Time Management - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Time Management

Sales Team

Organization:

Date:

Firma Testowa

24.07.2025

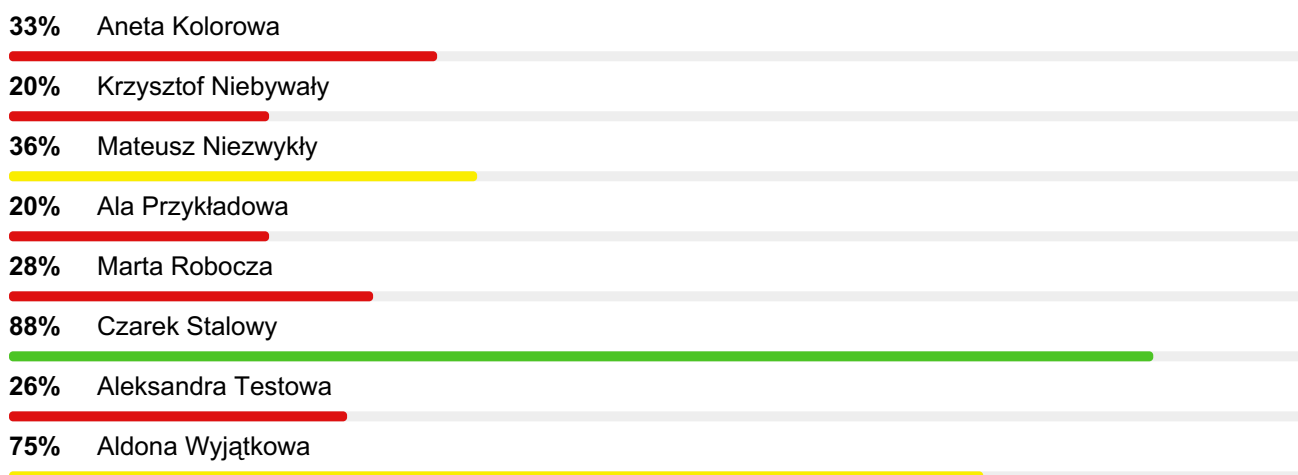
Dealing with Failure - Definition

The ability to recover from setbacks and losses while gaining resiliency and ability to better deal with adversity.

Dealing with Failure - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Dealing with Failure



Sales Team

Organization:

Date:

Firma Testowa

24.07.2025

Determined Competitiveness - Definition

Having a strong desire to be better and be more successful than others and to never lose. Consistently and persistently striving to improve the level of performance to win at any cost.

Determined Competitiveness - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Determined Competitiveness

22% Aneta Kolorowa



22% Krzysztof Niebywały



58% Mateusz Niezwykły



22% Ala Przykładowa



20% Marta Robocza



73% Czarek Stalowy



44% Aleksandra Testowa



70% Aldona Wyjątkowa



Sales Team

Organization:

Date:

Firma Testowa**24.07.2025****Money Concept - Definition**

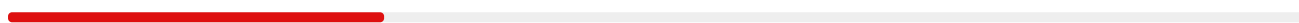
Objective and non-emotional views and beliefs about money. It is seen as an abundant resource that is simply used to measure performance and value of the product.

Money Concept - Competence Match Scores

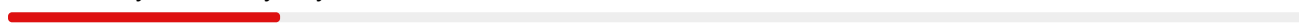
The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Money Concept

29% Aneta Kolorowa



21% Krzysztof Niebywały



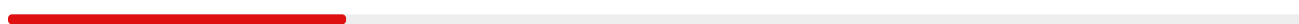
51% Mateusz Niezwykły



21% Ala Przykładowa



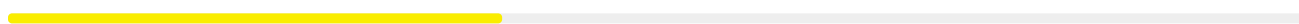
26% Marta Robocza



77% Czarek Stalowy



38% Aleksandra Testowa



70% Aldona Wyjątkowa



Sales Team

Organization:

Date:

Firma Testowa

24.07.2025

Emotional Detachment - Definition

The ability to avoid getting engaged in the sales process with one's own or the prospect's emotions. It shields the sales professional from reacting emotionally instead of objectively and rationally.

Emotional Detachment - Competence Match Scores

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

Emotional Detachment

32% Aneta Kolorowa



32% Krzysztof Niebywały

65% Mateusz Niezwykły

32% Ala Przykładowa

29% Marta Robocza

65% Czarek Stalowy

55% Aleksandra Testowa

72% Aldona Wyjątkowa