

# FinxS® Sales Competence Summary (Sales 18 & SCA)



This assessment is based on the responses given in the Extended DISC® Behavioral Analysis Questionnaire and the FinxS® Sales Capacity Assessment. This assessment should not be the sole criterion for making decisions about this person. The purpose of this assessment is to provide supporting information for the respondent in self-development.

## Karolina Różowa

Organization:

**XYZ Sp. z o.o.**

Date:

**02.11.2023**



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## FinxS® Sales 18 + Sales Capacity Assessment - Competence Summary

### Interpretation - "Behavioral Capacity" vs "Sales Competence score":

- Higher Behavioral Capacity indicates you are not using your full potential.
- Higher Sales Competence score indicates you are performing better than your natural style predicts.

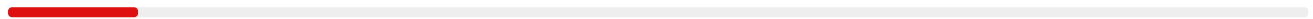
### Prospecting

77% Competence Match Percentage



Prospecting score from FinxS® Sales Capacity Assessment:

10% Prospecting



### Qualifying

59% Competence Match Percentage



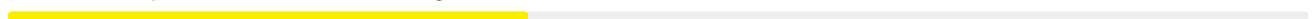
Qualifying score from FinxS® Sales Capacity Assessment:

38% Qualifying



### Building Rapport

40% Competence Match Percentage



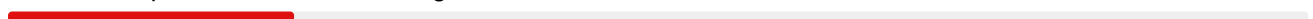
Building Rapport score from FinxS® Sales Capacity Assessment:

57% Building Rapport



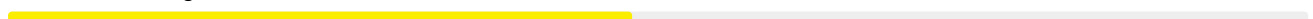
### Following the Sales Process

22% Competence Match Percentage



Following the Sales Process score from FinxS® Sales Capacity Assessment:

48% Following the Sales Process



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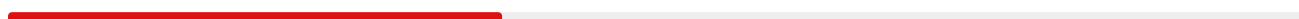
## Goal Orientation

68% Competence Match Percentage



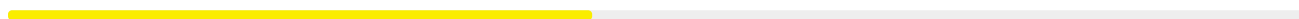
Goal Orientation score from FinxS® Sales Capacity Assessment:

38% Goal Orientation



## Gaining Trust

45% Competence Match Percentage



Gaining Trust score from FinxS® Sales Capacity Assessment:

76% Gaining Trust



## Controlling the Sales Process

73% Competence Match Percentage



Controlling the Sales Process score from FinxS® Sales Capacity Assessment:

57% Controlling the Sales Process



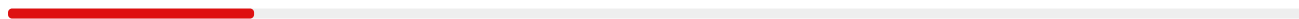
## Handling Objections

72% Competence Match Percentage



Handling Objections score from FinxS® Sales Capacity Assessment:

19% Handling Objections



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## Questioning Effectiveness

73% Competence Match Percentage



Questioning Effectiveness score from FinxS® Sales Capacity Assessment:

86% Questioning Effectiveness



## Active Listening

42% Competence Match Percentage



Active Listening score from FinxS® Sales Capacity Assessment:

86% Active Listening



## Critical Thinking

63% Competence Match Percentage



Critical Thinking score from FinxS® Sales Capacity Assessment:

86% Critical Thinking



## Initiative

69% Competence Match Percentage



Initiative score from FinxS® Sales Capacity Assessment:

95% Initiative



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## Presenting

78% Competence Match Percentage



Presenting score from FinxS® Sales Capacity Assessment:

29% Presenting



## Time Management

78% Competence Match Percentage



Time Management score from FinxS® Sales Capacity Assessment:

10% Time Management



## Dealing with Failure

82% Competence Match Percentage



Dealing with Failure score from FinxS® Sales Capacity Assessment:

19% Dealing with Failure



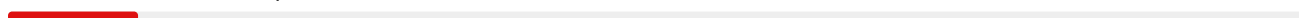
## Determined Competitiveness

67% Competence Match Percentage



Determined Competitiveness score from FinxS® Sales Capacity Assessment:

10% Determined Competitiveness



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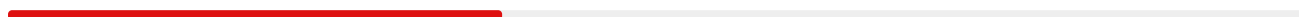
## Money Concept

72% Competence Match Percentage



Money Concept score from FinxS® Sales Capacity Assessment:

38% Money Concept



## Emotional Detachment

65% Competence Match Percentage



Emotional Detachment score from FinxS® Sales Capacity Assessment:

29% Emotional Detachment

