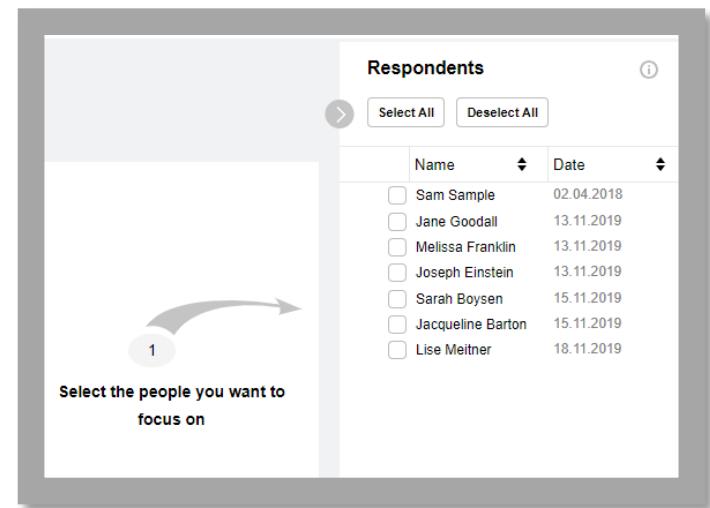


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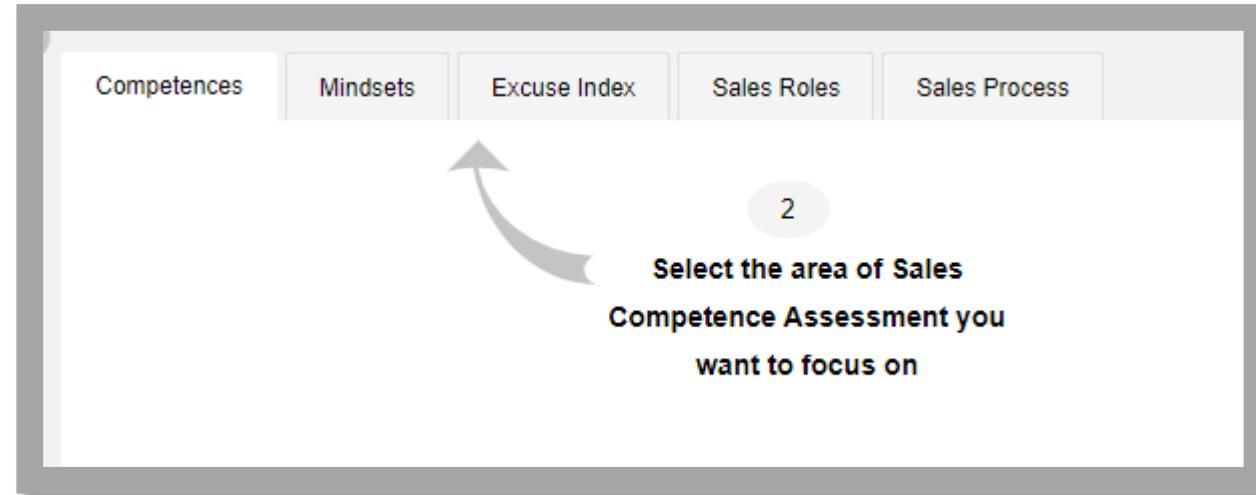
SALES COMPETENCE I HOW TO: Use Open Preview

- Log into your FinxS Account
- Go to the '**Database**' tab on your dashboard and click on '**Individuals**' in the dropdown menu
- Expand "**Competence Assessment**" in the left-hand column by clicking on the small ►
- Click on the name of the **Project/Access Code** you wish to view
- Click on the boxes beside the **names of the people** you would like to view (Multiple people can be viewed at the same time)
- Click the '**Open Preview**' button that has appeared above the list of names
- Follow the instructions on screen, i.e.,

1. Select the people you want to view from the list on the right or 'select all',



2. Select the modules you require:



3. Select the results you want to focus on the left:

Choose mindsets

- Conquering
- Hunter
- Persistence
- Reading the situation
- Logic
- Hunger
- Empathy
- Social approval
- Taking control
- Next Step
- Finding the truth
- Influencing

Choose sales roles

SYSTEM ROLES (0) (i)

- Sales Revealer
- Sales Creator
- Sales Forerunner
- Sales Innovator
- Sales Dealer
- Sales Provider
- Sales Counselor
- Sales Partner

Choose process stage

PRE SALE STAGES

- Lead Evaluation
- Initial Contact
- Needs Exploration
- Closing/Negotiation

POST SALE STAGES

- Initial Engagement
- Account Management
- Expansion

Choose competences

- Prospecting
- Qualifying
- Building Rapport
- Following the Sales Process
- Goal Orientation
- Needing Approval
- Controlling the Sales Process
- Handling Objections
- Questioning Effectiveness
- Active Listening
- Critical Thinking
- Initiative
- Presenting
- Time Management
- Dealing with Failure
- Determined Competitiveness
- Money Concept
- Emotional Distance