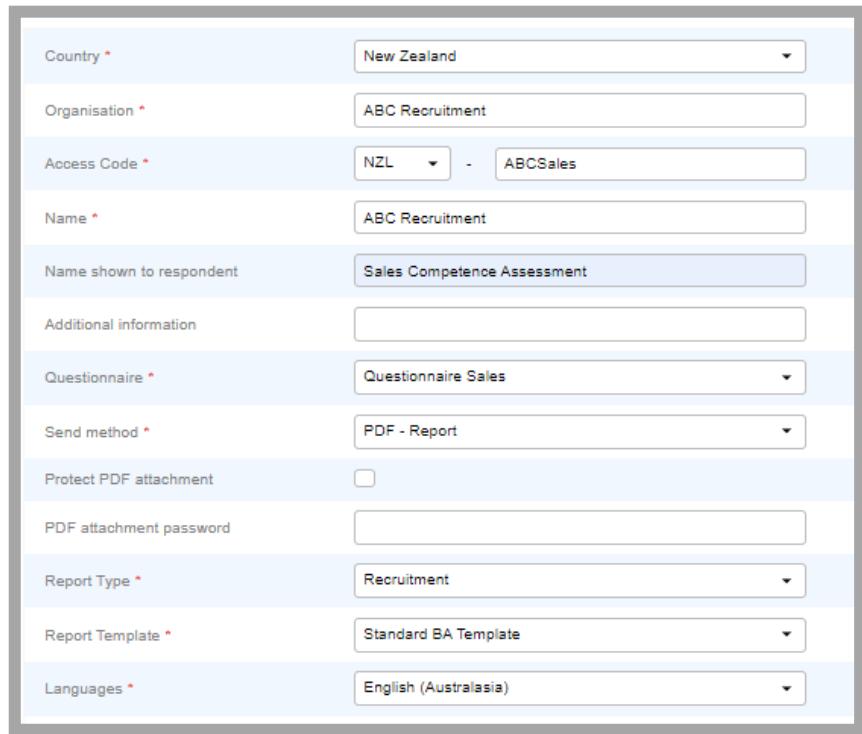


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## SALES COMPETENCE I HOW TO: Creating a project

## 4. Creating a Project

- Log into your FinxS Account
- Go to the '**Projects**' tab on your dashboard and click on '**Competence Assessments**' in the dropdown menu
- Click  on the symbol in the bottom left hand corner
- In the first field, 'Country', check the correct one is showing
- Enter the '**Organisation**' name
- Create an '**Access Code**'
- Give your project a '**Name**' (This will appear in the column on the left and will not be shown to respondents)
- Enter the '**Name shown to respondent**' – **You can call it Sales Competence Assessment.**
- Ensure the '**Questionnaire**' is 'Questionnaire Sales'
- The '**Send Method**' should be 'PDF – Report'
- Select the '**Report Type**' you require
- Select a '**Report Template**' (if you have your own branded template), or leave it on 'Standard BA Template'
- Select the 'Language' for the report



Country *	New Zealand
Organisation *	ABC Recruitment
Access Code *	NZL - ABCSales
Name *	ABC Recruitment
Name shown to respondent	Sales Competence Assessment
Additional information	
Questionnaire *	Questionnaire Sales
Send method *	PDF - Report
Protect PDF attachment	<input type="checkbox"/>
PDF attachment password	
Report Type *	Recruitment
Report Template *	Standard BA Template
Languages *	English (Australasia)

- Ensure all the '**Report Sections**' are ticked or untick the sections you do not want to see in the report
- Enter a '**To**' email address
- **Send to Respondent** – your choice, not usually ticked
- **Allowance Type** – always choose 'Unlimited'
- **Require Password** – select "Yes" if required or "No" if not
- If **passwords generate** select number, copy and save elsewhere
- **Select the opening date** as the day before to cover the time difference between here and Finland, where the platform is run from
- **Closing date** – leave blank
- Status – leave as "**Active.**"
- Select "Save" at the bottom right of the screen.
- Click '**Save**' in the bottom right hand corner

Report Sections

Cover Page   
 Introduction  
 Executive Summary  
 Individual Scores  
 Mindsets  
 Sales Roles  
 System roles  
 Sales Revealer  
 Sales Creator  
 Sales Forerunner  
 Sales Innovator  
 Sales Dealer  
 Sales Provider  
 Sales Counselor  
 Sales Partner  
 User roles  
 Excuse Index  
 Questions

Answering interface

Description

To

Cc

Bcc

Send to respondent

Allowance Type  Unlimited  Limited

Require Password  Yes  No