

SALES COMPETENCE I Comparison of Sales Competence Assessment to FinxS 18

Action Guide: Comparison of Sales Competence Assessment to FinxS® 18

Sales Competence	Sales 18	Interpretation	Action	Competences
High Score	High Score	This person has the natural potential for the competence and also believes they have the experience. They feel comfortable applying it.	USE - CLEAR STRENGTH	
High Score	Low Score	This person either has the experience and has learned the competence or believes this is the case. Even though they may perform it well, it requires leaving their natural behavioural comfort zone, which can become exhausting or stressful in time.	DO NOT OVERUSE	
Low Score	High Score	This person has natural potential for the competence, but for some reason feels they are not capable, or is unwilling to use it. This may be due to lack of experience or technical skills, or for other reasons that decrease their motivation or self-esteem regarding this competence.	DEVELOP	
Low Score	Low Score	This person clearly feels this competence is not where their greatest strengths lie. It is not natural for them, nor do they feel they have enough experience to say comfortably that they're good at it.	AVOID	