

SALES COMPETENCE I Reading Guide: Mindsets

Reading Guide: Mindsets

Refer to Page 7 of the FinxS® Sales Development Competence Assessment

Mindset	Description
Conquering	Reaching their full potential by making sure nobody and nothing stops them from achieving their goal.
Hunter	Reaching their full potential by wanting to have everything right now.
Persistence	Reaching their full potential by using failure as a reason to do better next time.
Reading the situation	Reaching their full potential by understanding how others see the world.
Logic	Reaching their full potential by following a plan, no matter what.
Hunger	Reaching their full potential by never being satisfied.
Empathy	Reaching their full potential by connecting with people and gaining their trust.
Social Approval	Reaching their full potential by gratifying others' needs.
Taking Control	Reaching their full potential by being not dependent on anyone else.
Next Step	Reaching their full potential by continuously thinking what next.
Finding the truth	Reaching their full potential by understanding all aspects influencing the situation.
Influencing	Reaching their full potential by convincing others.