

This assessment is based on the responses given in the Extended DISC® Behavioural Analysis Questionnaire. 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.

## Sam Sample

Organisation:

**FinxS**

Date:

**19.08.2021**



**Sam Sample**

Organisation:

**FinxS**

Date:

**19.08.2021****FinxS® Sales 18 - Competence Summary****Prospecting**

75% Competence Match Percentage

**Qualifying**

83% Competence Match Percentage

**Building Rapport**

25% Competence Match Percentage

**Process Orientation**

25% Competence Match Percentage

**Goal Orientation**

91% Competence Match Percentage

**Need for Approval**

24% Competence Match Percentage

**Controlling the Sales Process**

85% Competence Match Percentage

**Handling Objections**

86% Competence Match Percentage

**Questioning Effectiveness**

93% Competence Match Percentage



**Sam Sample**

Organisation:

Date:

**FinxS****19.08.2021****Active Listening**

25% Competence Match Percentage

**Critical Thinking**

81% Competence Match Percentage

**Ambition and Initiative**

88% Competence Match Percentage

**Presenting**

83% Competence Match Percentage

**Time Management**

92% Competence Match Percentage

**Dealing with Failure**

92% Competence Match Percentage

**Determined Competitiveness**

87% Competence Match Percentage

**Money Concept**

90% Competence Match Percentage

**Emotional Distance**

77% Competence Match Percentage

