

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



FinxS® Sales 18 - Competence Summary

Prospecting

75% Competence Match Percentage



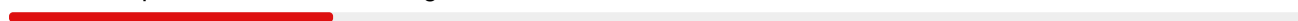
Qualifying

83% Competence Match Percentage



Building Rapport

25% Competence Match Percentage



Process Orientation

25% Competence Match Percentage



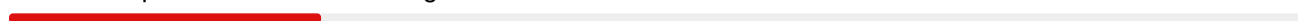
Goal Orientation

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



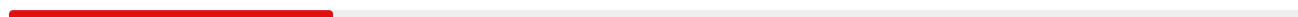
Questioning Effectiveness

93% Competence Match Percentage



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

