

This assessment is based on the responses given in the Extended DISC® Behavioural Analysis Questionnaire and the FinxS® Sales Competence Assessment. 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



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19.08.2021**FinxS® Sales 18 & Sales Competence Assessment - Competence Summary****Interpretation - "Behavioural Capacity" vs "Sales Competence score":**

- Higher Behavioural Capacity indicates you are not using your full potential.
- Higher Sales Competence score indicates you are performing better than your natural style predicts.

Prospecting**75%** Competence Match Percentage

Prospecting score from FinxS® Sales Competence Assessment:

76% Prospecting**Qualifying****83%** Competence Match Percentage

Qualifying score from FinxS® Sales Competence Assessment:

67% Qualifying**Building Rapport****25%** Competence Match Percentage

Building Rapport score from FinxS® Sales Competence Assessment:

11% Building Rapport**Following the Sales Process****25%** Competence Match Percentage

Following the Sales Process score from FinxS® Sales Competence Assessment:

11% Following the Sales Process

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Goal Orientation

91% Competence Match Percentage

Goal Orientation score from FinxS® Sales Competence Assessment:

11% Goal Orientation

Needing Approval

24% Competence Match Percentage

Needing Approval score from FinxS® Sales Competence Assessment:

11% Needing Approval

Controlling the Sales Process

85% Competence Match Percentage

Controlling the Sales Process score from FinxS® Sales Competence Assessment:

11% Controlling the Sales Process

Handling Objections

86% Competence Match Percentage

Handling Objections score from FinxS® Sales Competence Assessment:

38% Handling Objections

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Questioning Effectiveness

93% Competence Match Percentage

Questioning Effectiveness score from FinxS® Sales Competence Assessment:

11% Questioning Effectiveness

Active Listening

25% Competence Match Percentage

Active Listening score from FinxS® Sales Competence Assessment:

22% Active Listening

Critical Thinking

81% Competence Match Percentage

Critical Thinking score from FinxS® Sales Competence Assessment:

11% Critical Thinking

Ambition and Initiative

88% Competence Match Percentage

Ambition and Initiative score from FinxS® Sales Competence Assessment:

11% Initiative

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FinxS**19.08.2021****Presenting****83%** Competence Match Percentage

Presenting score from FinxS® Sales Competence Assessment:

11% Presenting**Time Management****92%** Competence Match Percentage

Time Management score from FinxS® Sales Competence Assessment:

38% Time Management**Dealing with Failure****92%** Competence Match Percentage

Dealing with Failure score from FinxS® Sales Competence Assessment:

11% Dealing with Failure**Determined Competitiveness****87%** Competence Match Percentage

Determined Competitiveness score from FinxS® Sales Competence Assessment:

11% Determined Competitiveness

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Money Concept

90% Competence Match Percentage

Money Concept score from FinxS® Sales Competence Assessment:

11% Money Concept

Emotional Distance

77% Competence Match Percentage

Emotional Distance score from FinxS® Sales Competence Assessment:

67% Emotional Distance