

# FinxS® Sales 18 - Competence Summary



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**



## 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



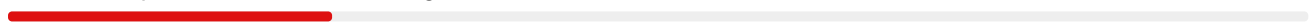
Qualifying score from FinxS® Sales Competence Assessment:

67% Qualifying



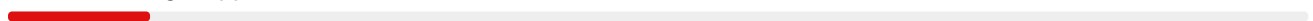
### Building Rapport

25% Competence Match Percentage



Building Rapport score from FinxS® Sales Competence Assessment:

11% Building Rapport



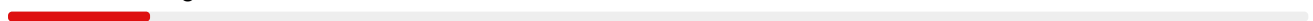
### Following the Sales Process

25% Competence Match Percentage



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

11% Following the Sales Process



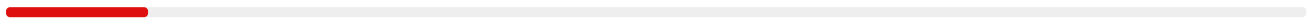
## Goal Orientation

91% Competence Match Percentage



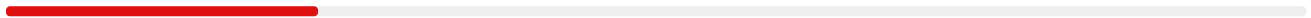
Goal Orientation score from FinxS® Sales Competence Assessment:

11% Goal Orientation



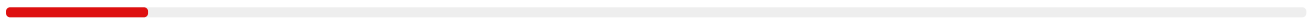
## Needing Approval

24% Competence Match Percentage



Needing Approval score from FinxS® Sales Competence Assessment:

11% Needing Approval



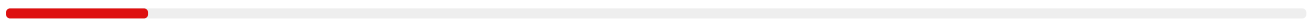
## Controlling the Sales Process

85% Competence Match Percentage



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

11% Controlling the Sales Process



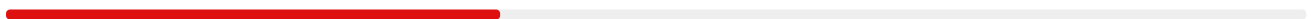
## Handling Objections

86% Competence Match Percentage



Handling Objections score from FinxS® Sales Competence Assessment:

38% Handling Objections



## **Questioning Effectiveness**

**93%** Competence Match Percentage



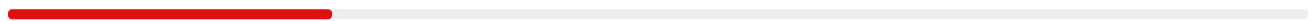
Questioning Effectiveness score from FinxS® Sales Competence Assessment:

**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



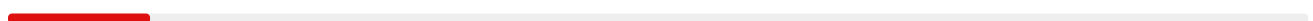
## **Ambition and Initiative**

**88%** Competence Match Percentage



Ambition and Initiative score from FinxS® Sales Competence Assessment:

**11%** Initiative



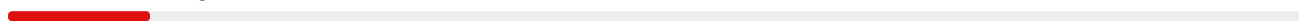
## Presenting

**83%** Competence Match Percentage



Presenting score from FinxS® Sales Competence Assessment:

**11%** Presenting



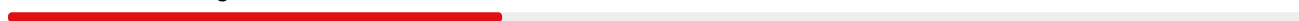
## Time Management

**92%** Competence Match Percentage



Time Management score from FinxS® Sales Competence Assessment:

**38%** Time Management



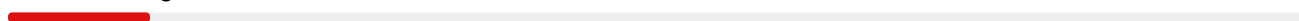
## Dealing with Failure

**92%** Competence Match Percentage



Dealing with Failure score from FinxS® Sales Competence Assessment:

**11%** Dealing with Failure



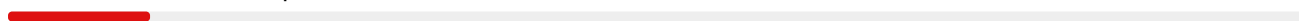
## Determined Competitiveness

**87%** Competence Match Percentage



Determined Competitiveness score from FinxS® Sales Competence Assessment:

**11%** Determined Competitiveness



## **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

