

## Scores

This assessment is based on the responses given in the Extended DISC® Behavioural Assessment Questionnaire. This assessment should not be the sole criterion for making decisions about this team. The purpose of this report is to provide supporting information both for the manager and the team members in team development.

# (Group Name)

Organisation:

# (Organisation)

Date:

13.06.2022



**(Group Name)**

Organisation:

Date:

**(Organisation)****13.06.2022****Introduction to the FinxS® Sales 18 Team Report:**

This FinxS® Sales 18 Team Report is specifically intended to be used with your FinxS® Sales Competence Assessment. It is designed to help you to better understand and further develop the skills your sales team needs to successfully perform the 18 critical competences for sales success as measured in the FinxS® Sales Competence Assessment.

**How to use the FinxS® Sales 18:**

This assessment identifies the natural, hard-wired DISC behavioural tendencies in the same 18 competences of sales success to allow you to uncover the similarities and differences between your sales team's natural behavioural style and current level of competence as measured by FinxS® Sales Competence Assessment. Each of the 18 competences is deconstructed into individual behavioural competences to allow for a clear identification of the unique sales strengths and development areas.

Every behavioural competence has an expectation score of "5". No one will ever score a "5" on every competence. Rather, the expected scores are the ideal, or target, scores that are compared against team members' natural behavioural styles.

Finally, it is highly recommended that you review the results with a professional facilitator or sales coach who has been trained to interpret this FinxS® Sales 18 together with your FinxS® Sales Competence Assessment before you go through the results with your team. They have been professionally trained to interpret both assessments and the consequences of your combined results to develop a clear roadmap to success.

**Disclaimer:**

FinxS® Sales 18 results should never, and in no circumstances, be used as the sole criterion to make decisions. It is not designed, and cannot be used, to make "yes-no" hiring decisions. One must always consider many other factors, such as skills, attitudes, intelligence, knowledge, education, and experience that are not measured by this assessment.

**(Group Name)**

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**(Organisation)****13.06.2022****Prospecting - Definition**

Active searching of new potential, qualified customers to ensure there is always sufficient opportunities to create new business. Among the prospecting activities are cold calling, asking for referrals, cultivating existing cold leads, and networking.

**Prospecting - Competence Match Scores**

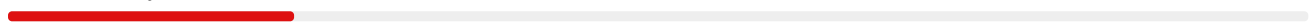
The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

**Prospecting**

45% Jacqueline Barton



22% Jocelyn Burnell



89% Jane Goodall



75% Sam Sample



28% Patty Watson



**(Group Name)**

Organisation:

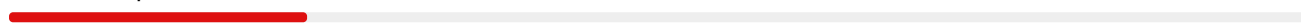
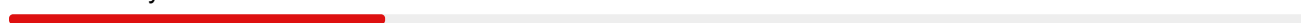
Date:

**(Organisation)****13.06.2022****Qualifying - Definition**

The systematic process of carefully verifying whether or not a prospect is willing and able to buy.

**Qualifying - Competence Match Scores**

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

**Qualifying****23%** Jacqueline Barton**29%** Jocelyn Burnell**67%** Jane Goodall**83%** Sam Sample**74%** Patty Watson

**(Group Name)**

Organisation:

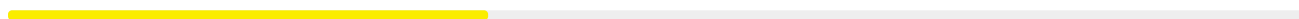
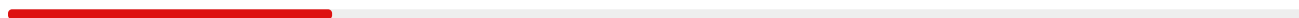
Date:

**(Organisation)****13.06.2022****Building Rapport - Definition**

Creating, developing and maintaining an open and trusting atmosphere for honest communication and sharing of information.

**Building Rapport - Competence Match Scores**

The below chart summarizes the sales competence scores for each of the team members. Note that focusing on one competence score without referring the scores to other competences may not provide a full understanding of how strong each competence is.

**Building Rapport****94%** Jacqueline Barton**92%** Jocelyn Burnell**37%** Jane Goodall**25%** Sam Sample**40%** Patty Watson

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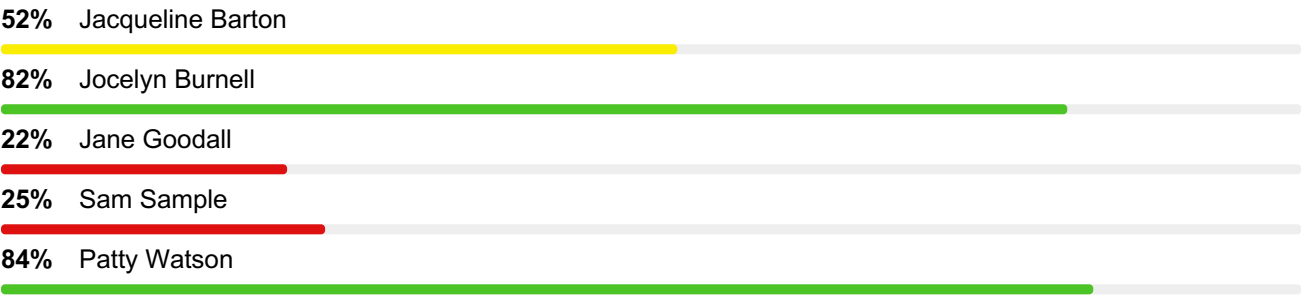
Following the Sales Process - Definition

Dutiful and diligent following of a systematic sales process to increase the success of the sales efforts.

Following the Sales Process - Competence Match Scores

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

Following the Sales Process



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## Goal Orientation - Definition

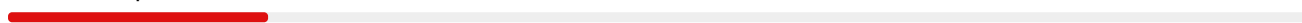
Disposition towards developing and demonstrating ability to achieve higher levels of performance and success.

## Goal Orientation - Competence Match Scores

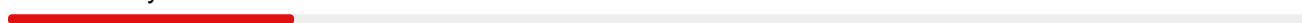
The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

### Goal Orientation

20% Jacqueline Barton



22% Jocelyn Burnell



75% Jane Goodall



91% Sam Sample



58% Patty Watson



**(Group Name)**

Organisation:

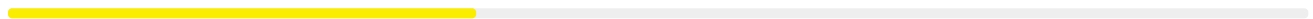
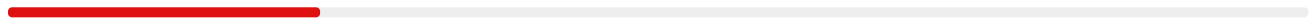
Date:

**(Organisation)****13.06.2022****Needing Approval - Definition**

Respecting the prospects and wanting to keep them positive throughout the sales process. Wanting to understand how the prospect feels.

**Needing Approval - Competence Match Scores**

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

**Gaining Trust****97%** Jacqueline Barton**92%** Jocelyn Burnell**36%** Jane Goodall**24%** Sam Sample**31%** Patty Watson



**(Group Name)**

Organisation:

Date:

**(Organisation)****13.06.2022****Controlling the Sales Process - Definition**

Actively taking charge of every step of the sales process by clearly defining and agreeing upon all the steps and possible outcomes with the prospect. The purpose is to help guide the prospect toward a decision.

**Controlling the Sales Process - Competence Match Scores**

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

**Controlling the Sales Process**

33% Jacqueline Barton



23% Jocelyn Burnell



92% Jane Goodall



85% Sam Sample



40% Patty Watson



(Group Name)

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## Handling Objections - Definition

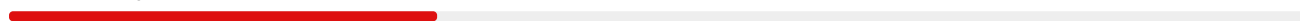
Dealing effectively with statements or questions raised by prospects that imply an unwillingness to buy at the present time.

## Handling Objections -- Competence Match Scores

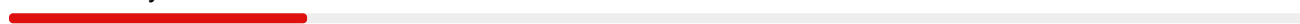
The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

### Handling Objections

33% Jacqueline Barton



23% Jocelyn Burnell



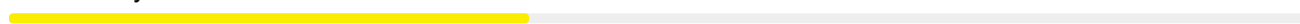
89% Jane Goodall



86% Sam Sample



40% Patty Watson



## (Group Name)

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**Questioning Effectiveness - Definition**

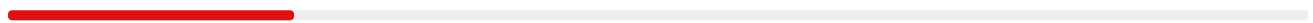
A structured and effective way of using well thought-out questions to reveal the prospect's true issues and challenges. Questions are used not only to help the prospect to share important and necessary information to discover if the solution can solve their problem, but also aid them in self-discovering previously unidentified issues.

**Questioning Effectiveness - Competence Match Scores**

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

**Questioning Effectiveness**

22% Jacqueline Barton



25% Jocelyn Burnell



72% Jane Goodall



93% Sam Sample



57% Patty Watson



**(Group Name)**

Organisation:

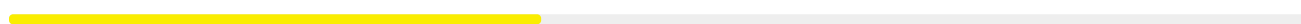
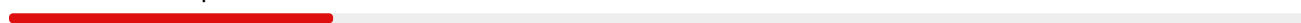
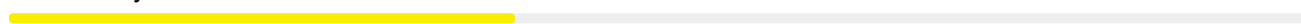
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**(Organisation)****13.06.2022****Active Listening - Definition**

Actively hearing and explicitly attempting to comprehend the meaning of the prospect's communication.

**Active Listening - Competence Match Scores**

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

**Active Listening****93%** Jacqueline Barton**89%** Jocelyn Burnell**41%** Jane Goodall**25%** Sam Sample**39%** Patty Watson

(Group Name)

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## Critical Thinking - Definition

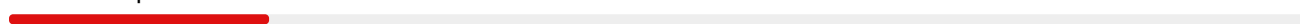
The mental process of actively and skillfully conceptualising, applying, analysing, synthesising, and evaluating information, to discover if there is connection between the prospect's challenges and the sales professional's solution.

## Critical Thinking - Competence Match Scores

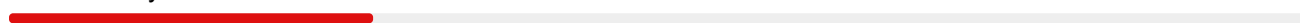
The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

### Critical Thinking

20% Jacqueline Barton



28% Jocelyn Burnell



59% Jane Goodall



81% Sam Sample



74% Patty Watson



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## Ambition and Initiative - Definition

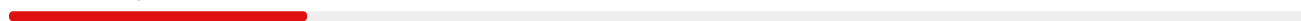
The aspiration to achieve something, or to succeed, accompanied with motivation, determination and an internal drive to continually perform at a higher level.

## Ambition and Initiative - Competence Match Scores

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

### Initiative

23% Jacqueline Barton



22% Jocelyn Burnell



76% Jane Goodall



88% Sam Sample



54% Patty Watson



**(Group Name)**

Organisation:

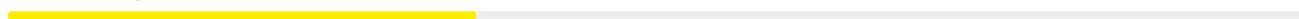
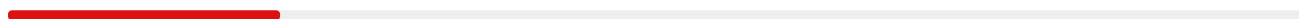
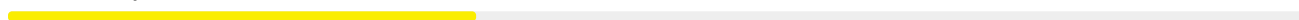
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**(Organisation)****13.06.2022****Presenting - Definition**

The act of skillfully and compellingly communicating the proposed solution's effectiveness in solving the prospect's issues.

**Presenting - Competence Match Scores**

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

**Presenting****36%** Jacqueline Barton**21%** Jocelyn Burnell**90%** Jane Goodall**83%** Sam Sample**36%** Patty Watson

(Group Name)

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## Time Management - Definition

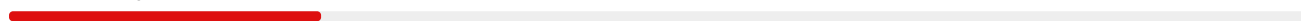
The ability to use one's time effectively or productively, especially in their sales role. It is the process of organising and planning how to productively divide time between specific sales activities.

## Time Management - Competence Match Scores

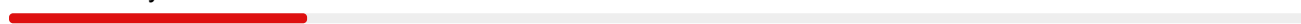
The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

### Time Management

24% Jacqueline Barton



23% Jocelyn Burnell



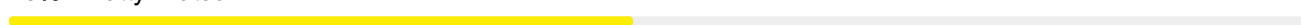
74% Jane Goodall



92% Sam Sample



48% Patty Watson





**(Group Name)**

Organisation:

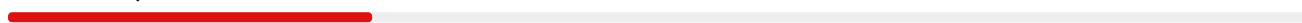
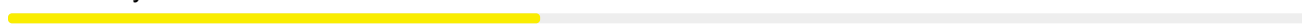
Date:

**(Organisation)****13.06.2022****Dealing with Failure - Definition**

The ability to recover from setbacks and losses while gaining resiliency and ability to better deal with adversity.

**Dealing with Failure - Competence Match Scores**

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

**Dealing with Failure****28%** Jacqueline Barton**21%** Jocelyn Burnell**74%** Jane Goodall**92%** Sam Sample**41%** Patty Watson

(Group Name)

Organisation:

Date:

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## Determined Competitiveness - Definition

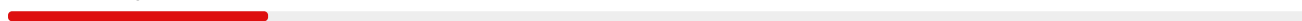
Having a strong desire to be better and be more successful than others and to never lose. Consistently and persistently striving to improve the level of performance to win at any cost.

## Determined Competitiveness - Competence Match Scores

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

### Determined Competitiveness

20% Jacqueline Barton



24% Jocelyn Burnell



70% Jane Goodall



87% Sam Sample



63% Patty Watson



(Group Name)

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Date:

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13.06.2022

## Money Concept - Definition

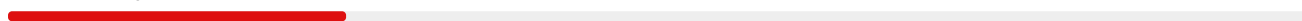
Objective and non-emotional views and beliefs about money. It is seen as an abundant resource that is simply used to measure performance and obtain things and lifestyle.

## Money Concept - Competence Match Scores

The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

### Money Concept

26% Jacqueline Barton



23% Jocelyn Burnell



72% Jane Goodall



90% Sam Sample



58% Patty Watson



(Group Name)

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Date:

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## Emotional Distance - Definition

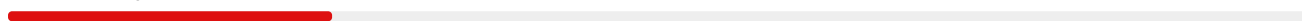
The ability to avoid getting engaged in the sales process with one's own or the prospect's emotions. It shields the sales professional from reacting emotionally instead of objectively and rationally.

## Emotional Distance - Competence Match Scores

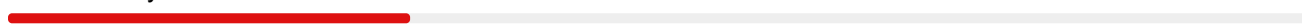
The below chart summarises the sales competence scores for each of the team members. Note that focusing on one competence score without comparing the scores to other competences may not provide a full understanding of how strong each competence is.

### Emotional Detachment

25% Jacqueline Barton



31% Jocelyn Burnell



58% Jane Goodall



77% Sam Sample



60% Patty Watson

