

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



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(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.

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Prospecting

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.

Taking control of the sales call by moving sales process forward

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Taking initiative to develop new sales opportunities (prospecting)

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Taking initiative

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Having the courage to propose what to do

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

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Selling one's own ideas to others

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Actively asking questions and proposing new ideas to a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Actively networking

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

Selling themselves constantly

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

Cold calling to book sales appointments on phone

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

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Actively and promptly contacting a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

Inspiring people to buy into a concept before all data is fully processed

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

Selling the idea to people that they need a change

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Actively promoting new ideas

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Keeping the conversation with a customer alive

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

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Developing new ideas and solutions quickly in a sales meeting



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 45%

Jocelyn Burnell: 22%

Jane Goodall: 89%

Sam Sample: 75%

Patty Watson: 28%

Identify your key strengths and development areas for this sales competence.

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Qualifying

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

Asking detailed questions to increase understanding of the big picture

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Requiring all the details as well as being able to make quick decisions

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Complex selling that requires a custom product solution

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Knowing when to analyse and when to act

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Focusing only on the essential information

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

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Focusing on the goal and not on being liked

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Willing to ask tough questions of prospects and clients

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Qualifying prospects by asking direct questions

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Asking questions to understand details and the big picture

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

Identifying and bringing up major development needs

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

(Group Name)

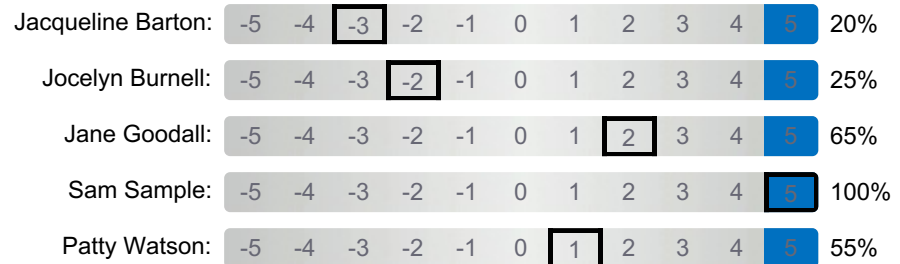
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Understanding how one's own work affects the overall business result



Connecting data with goal and learning what needs to be done next



Breaking complex problems into sequential parts



Paying attention to the logic in what is being said



Finding out what the customer needs by asking questions



□ Person score ■ Expectation

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Match Percentage

Jacqueline Barton: 23%

Jocelyn Burnell: 29%

Jane Goodall: 67%

Sam Sample: 83%

Patty Watson: 74%

Identify your key strengths and development areas for this sales competence.

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Building Rapport

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

Sharing information openly with a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Discussing details positively in a supporting manner

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Providing detailed help after carefully listening to exact needs

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Striving for long-term customer relationships

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

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Treating everyone in a polite manner

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Communicating in a compelling and positive way

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Taking care of customer needs

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Conversing with a customer in a courteous way

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Listening to the prospect's / customer's needs

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

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Taking care of the customer and creating goodwill

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Discussing and taking care of customer needs

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Follow-up and familiarisation

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Maintaining customer-focused attitude

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Being flexible with customers

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

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Asks for the input and ideas of others



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 94%

Jocelyn Burnell: 92%

Jane Goodall: 37%

Sam Sample: 25%

Patty Watson: 40%

Identify your key strengths and development areas for this sales competence.

(Group Name)

Organisation:

Date:

(Organisation)
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Following the Sales Process

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

Methodically following the sales process

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Systematically managing long and complex sales cycle

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Very systematic and focused on the exact topic in hand

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%

Managing long and complex sales cycle

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Covering all the steps when providing client with information

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

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Conducting repetitive tasks efficiently

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Following of a process in a steady and exact way

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Following a step-by-step plan to achieve the goals

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Preferring routines in a "day-to-day" life

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Consistently following the sales process

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

(Group Name)

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Systematic approach to acquiring new clients (prospecting)

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Having patience to complete a task

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Managing long and complex sales cycle with persistent follow-up

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

Pleasant in doing routine work and helper of others

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Staying on task till completion

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

Person score Expectation

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Match Percentage

Jacqueline Barton: 52%

Jocelyn Burnell: 82%

Jane Goodall: 22%

Sam Sample: 25%

Patty Watson: 84%

Identify your strengths and development area for this sales competence.

(Group Name)

Organisation:

Date:

(Organisation)
13.06.2022
Goal Orientation

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

Focusing only on goals, facts and details

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Demanding goal-setter

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Being strongly driven by goals

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Focusing on the goal and not on being liked by the prospect

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Seeking to continually improve the business performance

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

(Group Name)

Organisation:

Date:

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Analysing strong and weak approaches to a problem

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Demonstrating resilience in overcoming obstacles to meet and exceed goals

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Monitoring the execution of action plans and taking immediate action when needed

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Showing courage to stand up against opposition to promote change

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Focusing on the next step and how to proceed

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

(Group Name)

Organisation:

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Aggressively leading the customer toward close



Strongly encouraging a prospect to take action



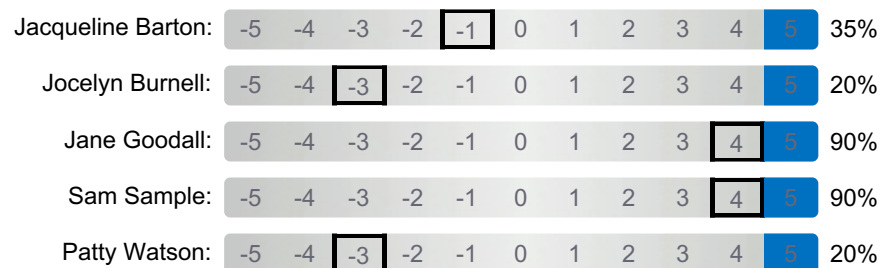
Moving the sales process forward to achieve one's goal from it



Being future-focused, wanting to shape the future



Brief, goal-oriented customer contacts



Person score Expectation

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Match Percentage

Jacqueline Barton: 20%

Jocelyn Burnell: 22%

Jane Goodall: 75%

Sam Sample: 91%

Patty Watson: 58%

Identify your key strengths and development areas for this sales competence.

(Group Name)

Organisation:

Date:

(Organisation)

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Gaining Trust

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

Sharing information openly with a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Respecting other people's opinions and providing them with the support they need

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Avoiding conflict by adjusting and compromising

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Explaining all details to get everyone's approval and excitement

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Keeping the client happy by discussing and providing support

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Treating each person as an individual, making them feel unique

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Maintaining positive customer service

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Communicating in a friendly way with a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Creating a positive bond with the customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

(Group Name)

Organisation:

Date:

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Managing ongoing client relationship with consistent follow-up (sales farming)

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Finding a favourable solution

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Maintaining customer trust

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Long-term customer relations -- fulfilling customer needs

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Building a relationship based on trust and communication

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

(Group Name)

Organisation:

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Demonstrating customer focus in all situations



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 97%

Jocelyn Burnell: 92%

Jane Goodall: 36%

Sam Sample: 24%

Patty Watson: 31%

Identify your key strengths and development areas for this sales competence.

(Group Name)

Organisation:

Date:

(Organisation)
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Controlling the Sales Process

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.

Taking control and making sure things happen

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Focusing on the next step and how to proceed

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Moving the sales process forward to achieve one's goal from it

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Goal-oriented customer motivation

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

(Group Name)

Organisation:

Date:

(Organisation)

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Goal-oriented motivation and influencing

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Having the courage to propose what to do

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Being able to take over the conversation from where the other person stopped

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Assertively moving prospects through the sales process

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Is willing to try new approaches

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

(Group Name)

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Actively asking questions and proposing new ideas to a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Goal-oriented selling while considering prospects' needs

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Ensuring that sales meetings end with an action plan

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Inspiring others to overcome their fears and become excited

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

Selling the idea to people that they need a change

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Aiming to close the deal without pushing the customer



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 33%

Jocelyn Burnell: 23%

Jane Goodall: 92%

Sam Sample: 85%

Patty Watson: 40%

Identify your key strengths and development areas for this sales competence.

(Group Name)

Organisation:

Date:

(Organisation)
13.06.2022
Handling Objections

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

Showing courage to stand up against opposition to promote change

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Quickly ending communication that is not leading anywhere

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Being able to take over the conversation from where the other person stopped

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Goal-focused negotiating

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Taking active role in tougher sales situations

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Finding a way to go around objections and make the prospect see the issue differently

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Challenging a prospect to question their own opinion

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Assertively moving prospects through the sales process

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Asking questions that challenge the customer's perception

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

(Group Name)

Organisation:

Date:

(Organisation)
13.06.2022
Actively asking questions and proposing new ideas to a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Goal-oriented selling while considering prospects' needs

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Asking questions to support drawing intuitive conclusions when solving a problem

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Selling one's own ideas to others

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Promoting eagerly one's idea even when opposed

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Selling the idea to people that they need a change



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 33%

Jocelyn Burnell: 23%

Jane Goodall: 89%

Sam Sample: 86%

Patty Watson: 40%

Identify your key strengths and development areas for this sales competence.

(Group Name)

Organisation:

Date:

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Questioning Effectiveness

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.

Asking detailed questions to increase understanding of the big picture

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Identifying the goal and focusing solely on it

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Willing to ask tough questions of prospects and clients

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Focusing only on the essential information

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

(Group Name)

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Date:

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Analysing strong and weak approaches to a problem

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Understanding what skills an organisation needs and it currently has

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Creating a variety of approaches to problem solving

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Qualifying prospects by asking direct questions

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Being able to take over the conversation from where the other person stopped

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

(Group Name)

Organisation:

Date:

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Challenging a prospect to question their own opinion

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Focusing on the next step and how to proceed

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Asking questions that challenge the customer's perception

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Identifying and bringing up major development needs

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Finding a logic in what the other person is saying and challenging it

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

(Group Name)

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Challenging the other person to change their opinion



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 22%

Jocelyn Burnell: 25%

Jane Goodall: 72%

Sam Sample: 93%

Patty Watson: 57%

Identify your key strengths and development areas for this sales competence.

(Group Name)

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Active Listening

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

Providing detailed help after carefully listening to exact needs

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Listening attentively and asking specifying questions

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Keeping the client happy by discussing and providing support

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Adjusting one's approach with different people

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

To actively listen and direct the customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

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Being an eager learner

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Having patience to listen to the customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Allowing others to talk while expressing that they are listening

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Being prepared to listen to new ideas

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Asks for the input and ideas of others

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

(Group Name)

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Listening by being present and available



Picking up on others' emotions even when not articulated



Actively listening to the prospect's/customer's needs



Actively and attentively listening to understand everything



Picking up on the other's emotions even when not articulated



Person score Expectation

(Group Name)

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Match Percentage

Jacqueline Barton: 93%

Jocelyn Burnell: 89%

Jane Goodall: 41%

Sam Sample: 25%

Patty Watson: 39%

Identify your key strengths and development areas for this sales competence.

(Group Name)

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Critical Thinking

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.

Trying to connect the details to the big picture

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Gathering, analysing, and leveraging data from many sources to understand the environment

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%

Sustaining a permanent state of change toward perfection

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Encouraging others to brainstorm with details

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

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Willing to ask tough questions of prospects and clients

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Analysing strong and weak approaches to a problem

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Creating a variety of approaches to problem solving

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Knowing when to analyse and when to act

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Being ready to challenge immediately

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

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Influencing others with soundly reasoned business proposals

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Asking questions to understand details and the big picture

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

Asking questions that challenge the customer's perception

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Connecting data with goal and learning what needs to be done next

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Breaking complex problems into sequential parts

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

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Paying attention to the logic in what is being said



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 20%

Jocelyn Burnell: 28%

Jane Goodall: 59%

Sam Sample: 81%

Patty Watson: 74%

Identify your key strengths and development areas for this sales competence.

(Group Name)

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Date:

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Initiative

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

Strong emphasis on managing details and finding ways to improve them

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%

Sustaining a permanent state of change toward perfection

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Taking control and making sure things happen

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Being strongly driven by goals

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

(Group Name)

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Taking initiative to develop new business opportunities

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Demonstrating resilience in overcoming obstacles to meet and exceed goals

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Being a tough decision-maker

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Showing courage to stand up against opposition to promote change

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Constantly driving to achieve higher levels of performance

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

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Taking initiative to achieve goals

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Taking initiative

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Stepping 'up a gear' to cope with change

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Acting independently with no instructions

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Getting involved and taking action during crises

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

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Pushing ideas through



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 23%

Jocelyn Burnell: 22%

Jane Goodall: 76%

Sam Sample: 88%

Patty Watson: 54%

Identify your key strengths and development areas for this sales competence.

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Presenting

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

Straight-forward and to the point customer contacts

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Goal-oriented motivation and influencing

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Courageous expression of own opinions and ideas to a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Making dramatic, engaging and goal-focused presentations

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

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Simplifying complicated matters

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Performing to large and diverse groups of people

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Being able to visualise long-term consequences

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Using data to sell ideas to others

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Actively asking questions and proposing new ideas

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

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Communicating a compelling vision of the future that others want to be part of



Inspiring others to overcome their fears and become excited



Inspiring people to buy into a concept before all data is fully processed



Being a positive change agent and able to create excitement



Selling the idea to people that they need a change



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Positively influencing customer towards own goal



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 36%

Jocelyn Burnell: 21%

Jane Goodall: 90%

Sam Sample: 83%

Patty Watson: 36%

Identify your key strengths and development areas for this sales competence.

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Time Management

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.

Communicating details in a goal-oriented way

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Straight-forward and to the point customer contacts

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Taking control and making sure things happen

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Identifying the goal and focusing solely on it

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

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Reacting quickly and decisively to unexpected changes and events

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Prioritising the most effective thing first

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Trusting intuition on what additional details are needed to understand the big picture

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Quickly ending communication that is not leading anywhere

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Strongly encouraging a prospect to take action

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

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Making fast decisions based on achieving goals

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Taking quick action when nothing develops

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Actively asking questions and proposing new ideas to a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Participating in several projects at the same time

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Short-term selling; inspiring and motivating buyers quickly

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

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Responding actively to prospect's request for details



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 24%

Jocelyn Burnell: 23%

Jane Goodall: 74%

Sam Sample: 92%

Patty Watson: 48%

Identify your key strengths and development areas for this sales competence.

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Dealing with Failure

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

Being a risk taker

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Making risky decisions quickly

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Bravely continuing to the next step after failing in previous one

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Speaking out regardless of consequences

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Trusting intuition on what additional details are needed to understand the big picture

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

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Daring to enter totally new areas

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Making courageous and risky decisions when under pressure

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Making risky decisions swiftly

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Taking risks in crisis

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Getting involved and taking action during crises

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Showing excitement towards new goals



Finding creative ways of doing old routines



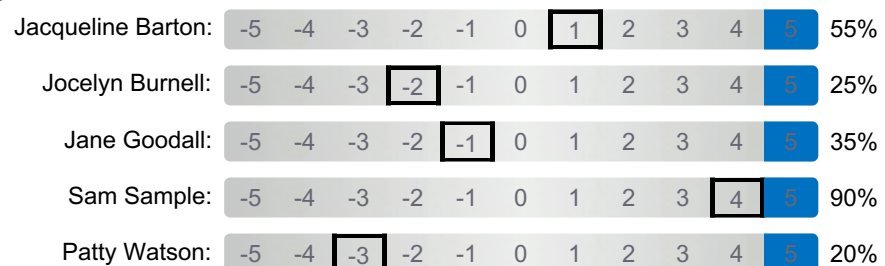
Willing to try a new course of action



Turning negative into positive in people's minds



Being open to new experiences, ideas and cultures



Person score Expectation

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Match Percentage

Jacqueline Barton: 28%

Jocelyn Burnell: 21%

Jane Goodall: 74%

Sam Sample: 92%

Patty Watson: 41%

Identify your key strengths and development areas for this sales competence.

(Group Name)

Organisation:

Date:

(Organisation)
13.06.2022
Determined Competitiveness

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.

Sustaining a permanent state of change toward perfection

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Reaching perfection by renewing things, systems and methods

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Taking control in pressure situations

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Being a demanding, fast-moving creator of resources

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

(Group Name)

Organisation:

Date:

(Organisation)

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Seeking to continually improve the business performance

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Takes strong action against resistance to change

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Facing a tough and competitive environment

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Actively seeking completely new solutions

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%

Keeping the organisation in constant improvement process

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

(Group Name)

Organisation:

Date:

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Is willing to invent and try anything new in the search for improvement

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Thinking "outside the box"

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Focusing on winning

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Demanding maximum performance level

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Driving decision making processes

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Working under strong pressure for results



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 20%

Jocelyn Burnell: 24%

Jane Goodall: 70%

Sam Sample: 87%

Patty Watson: 63%

Identify your strengths and development area for this sales competence

(Group Name)

Organisation:

Date:

(Organisation)
13.06.2022
Money Concept

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.

Communicating to a prospect the value of one's product or service

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Straight-forward and to the point customer contacts

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Speaking out regardless of consequences

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Providing the customer with facts and direct feedback

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

Willingness to remain emotionally neutral when meeting resistance

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

(Group Name)

Organisation:

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Focusing only on the essential information

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

Influencing others with soundly reasoned business proposals

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Courageous expression of own opinions and ideas to a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Goal-focused and direct communication

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Having the courage to propose what to do

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

(Group Name)

Organisation:

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Asking questions that challenge the customer's perception

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Understanding how one's own work affects the overall business result

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Explaining the cost to a client in a clear and logical way

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Actively and promptly contacting a customer

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

Explaining to a prospect what they receive with the money they pay

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Person score Expectation

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Match Percentage

Jacqueline Barton: 26%

Jocelyn Burnell: 23%

Jane Goodall: 72%

Sam Sample: 90%

Patty Watson: 58%

Identify your key strengths and development areas for this sales competence.

(Group Name)

Organisation:

Date:

(Organisation)
13.06.2022
Emotional Distance

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.

Managing emotions to remain calm when meeting resistance

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Communicating to a prospect the value of one's product or service

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Communicating details in a goal-oriented way

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Focusing solely on completion of a task without allowing anything to disturb it

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

(Group Name)

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Concentrating on facts

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

Direct, goal focused communication

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Providing the customer with facts and direct feedback

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%

Willingness to remain emotionally neutral when meeting resistance

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

Judging others based on facts and data

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	15%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	90%

(Group Name)

Organisation:

Date:

(Organisation)
13.06.2022
Influencing others with soundly reasoned business proposals

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	65%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	55%

Moving the sales process forward to achieve one's goal from it

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Paying attention only to the essential information

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%

Using data to sell ideas to others

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	100%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	35%

Striking a balance between people and tasks/things

Jacqueline Barton:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Jocelyn Burnell:	-5	-4	-3	-2	-1	0	1	2	3	4	5	80%
Jane Goodall:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Sam Sample:	-5	-4	-3	-2	-1	0	1	2	3	4	5	25%
Patty Watson:	-5	-4	-3	-2	-1	0	1	2	3	4	5	20%

(Group Name)

Organisation:

Date:

(Organisation)

13.06.2022

Focusing on the next step in the sales process



Match Percentage

☐ Person score ☒ Expectation

Jacqueline Barton: 25%

Jocelyn Burnell: 31%

Jane Goodall: 58%

Sam Sample: 77%

Patty Watson: 60%

Identify your key strengths and development areas for this sales competence.
