

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)

Organisation:

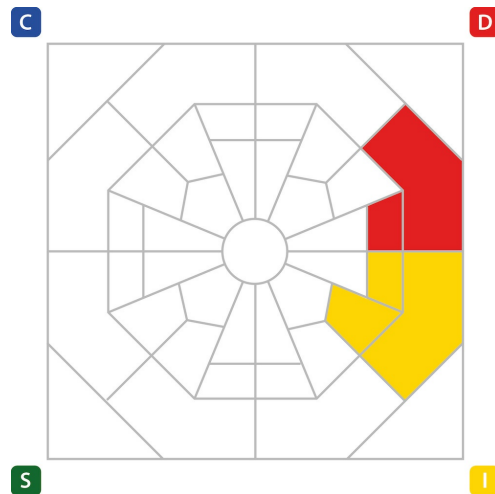
Date:

(Organisation)

13.06.2022

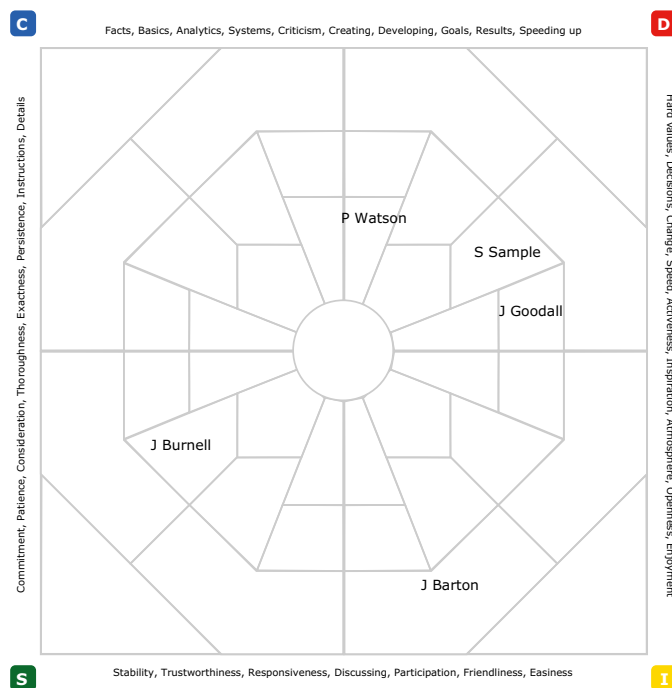
## Prospecting - Required Behaviours

Below is the visual representation where the required behaviours to succeed with this competence are located on the Extended DISC® Diamond model.



## Team Members

The below chart shows where the team members are located on the Extended DISC® Diamond model.



(Group Name)

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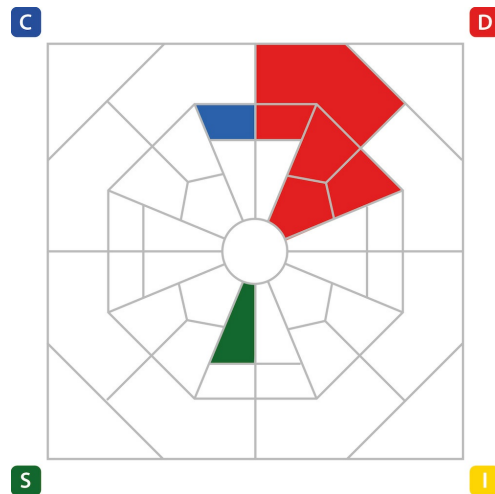
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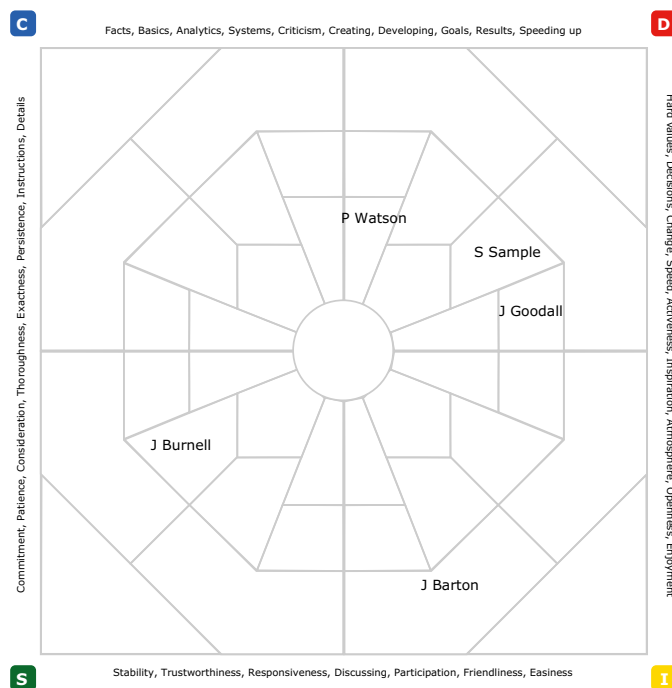
## Qualifying - Required Behaviours

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## Team Members

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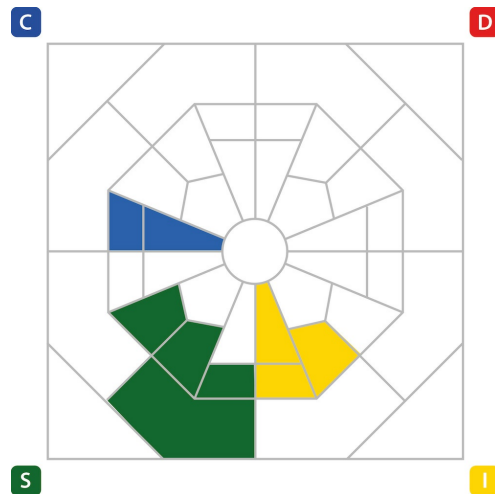
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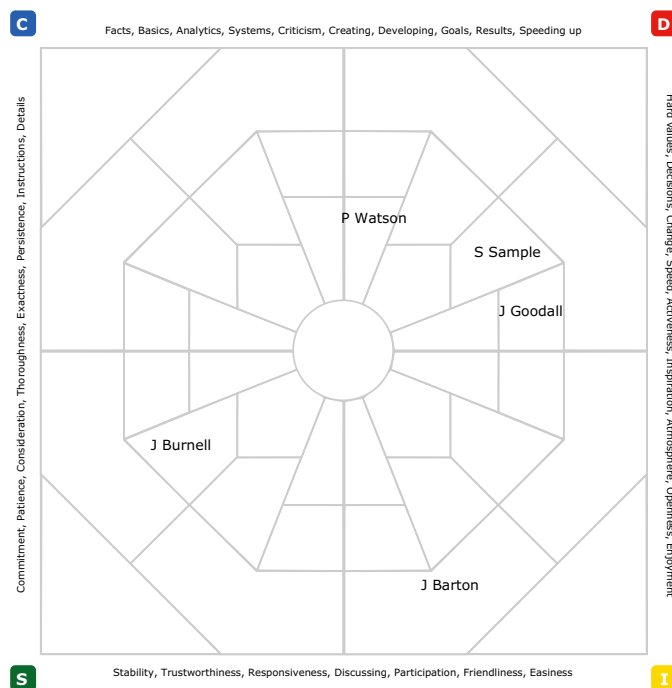
## Building Rapport - Required Behaviours

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## Team Members

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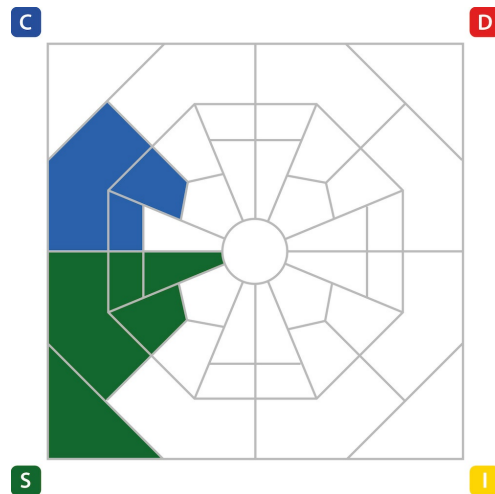
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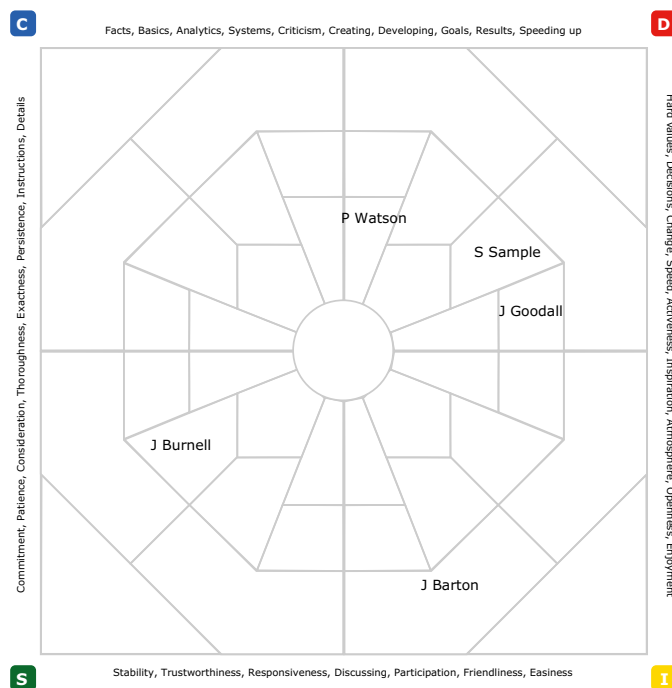
## Following the Sales Process - Required Behaviours

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## Team Members

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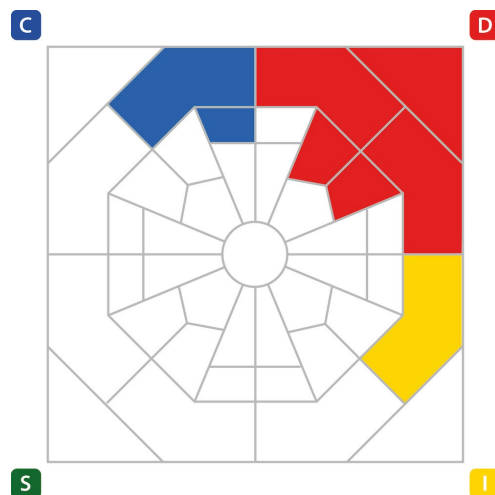
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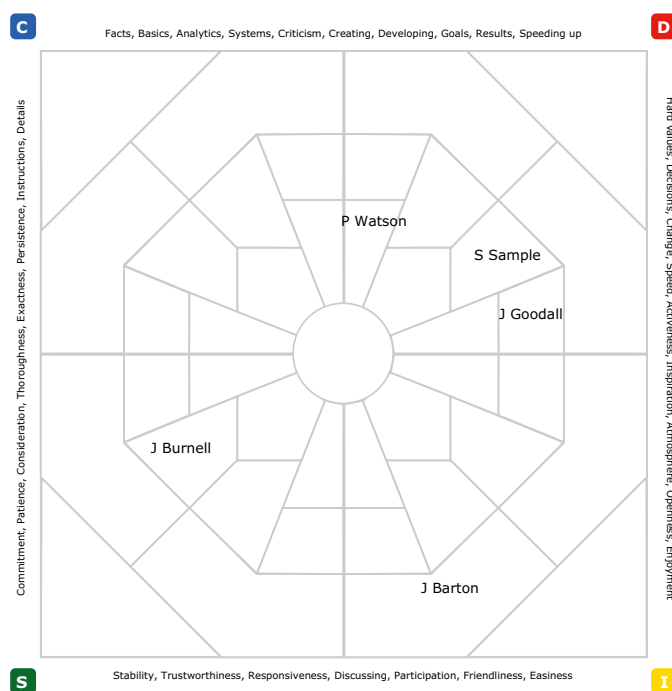
## Goal Orientation - Required Behaviours

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## Team Members

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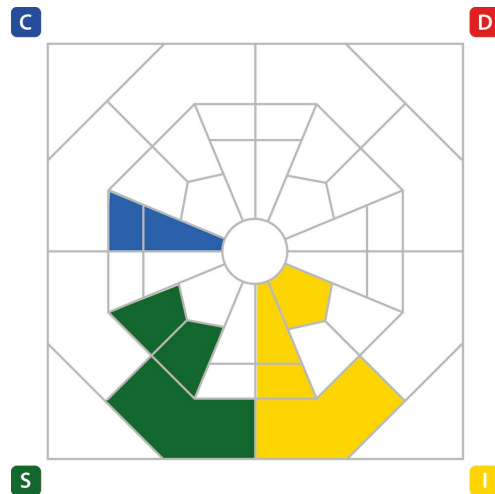
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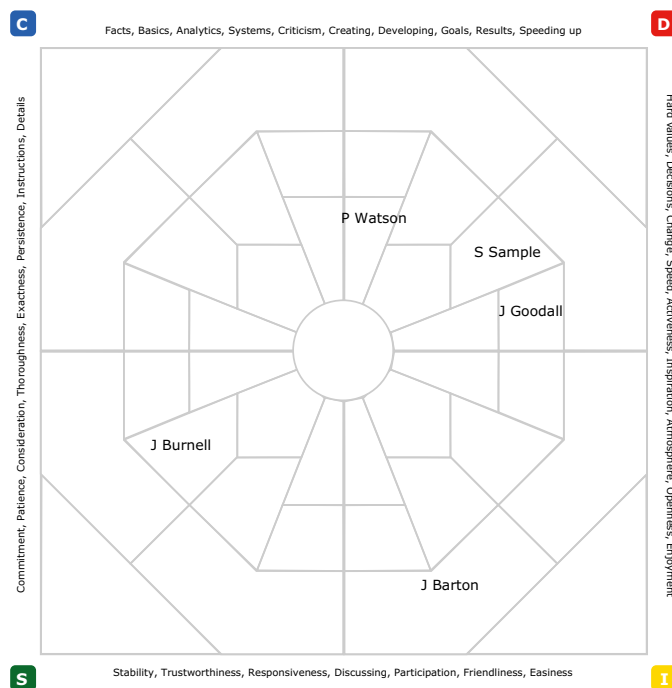
## Needing Approval - Required Behaviours

Below is the visual representation where the required behaviours to succeed with this competence are located on the Extended DISC® Diamond model.



## Team Members

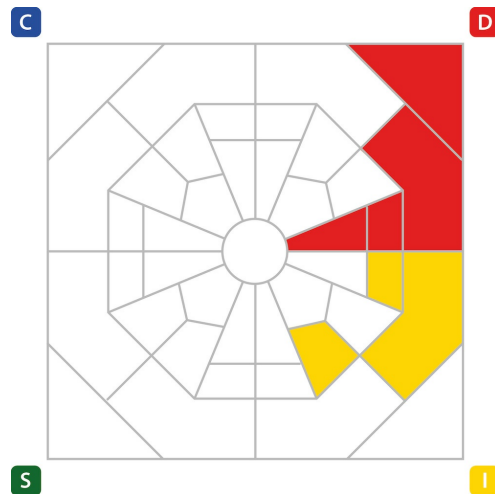
The below chart shows where the team members are located on the Extended DISC® Diamond model.





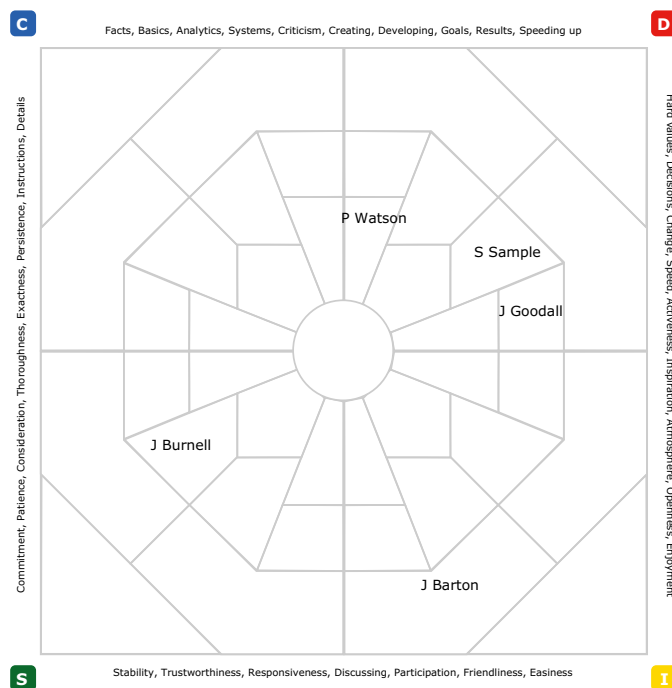
## Controlling the Sales Process - Required Behaviours

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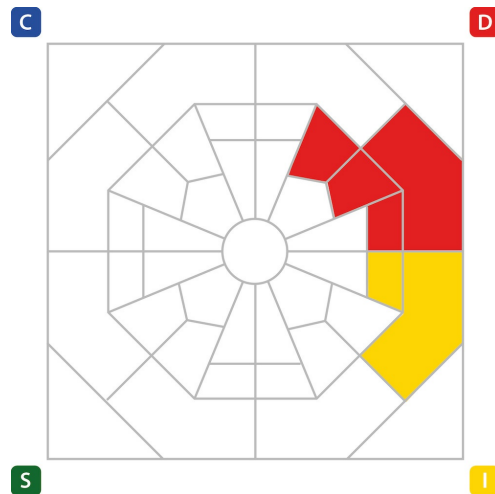
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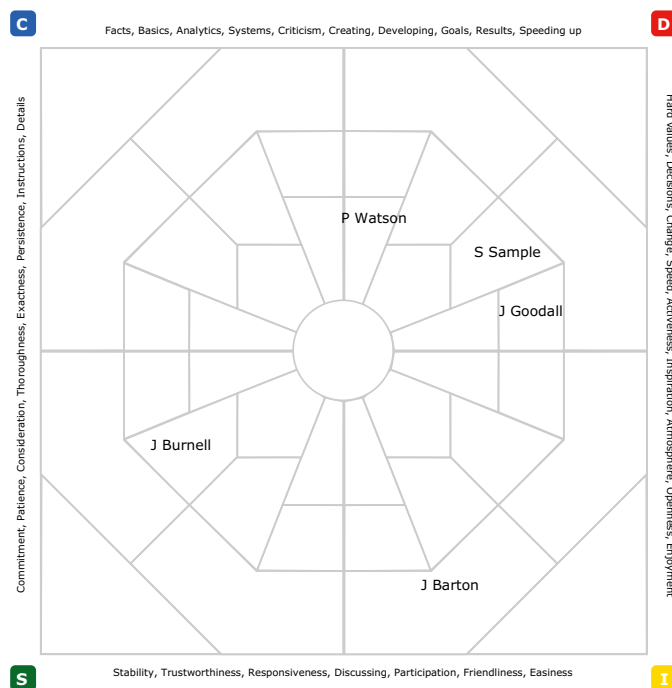
## Handling Objections - Required Behaviours

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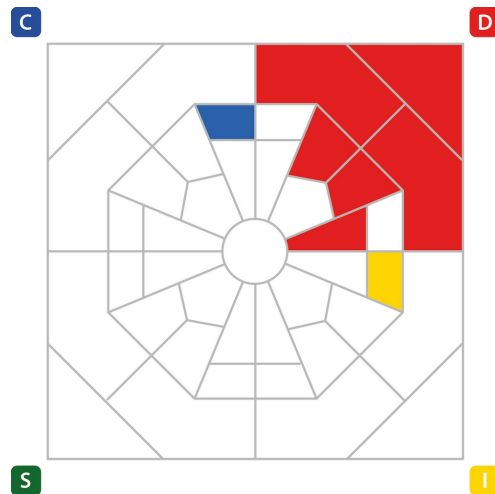
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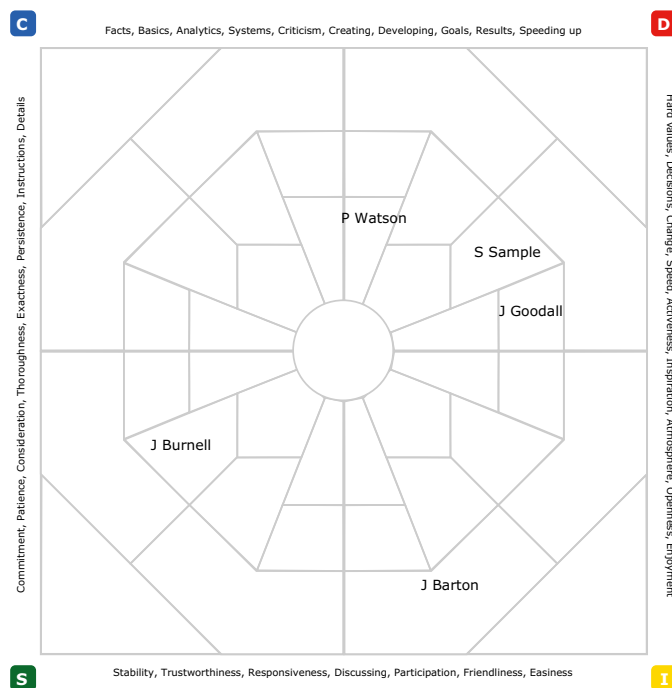
## Questioning Effectiveness - Required Behaviours

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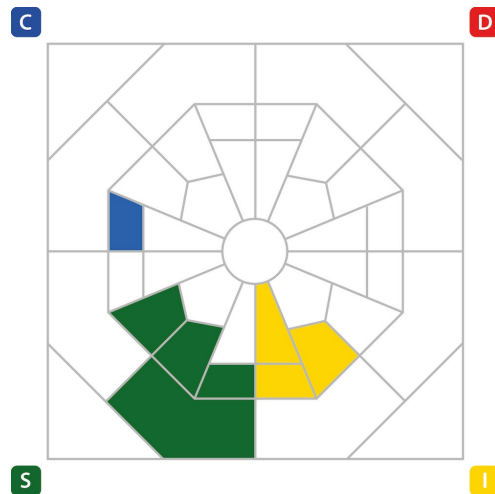
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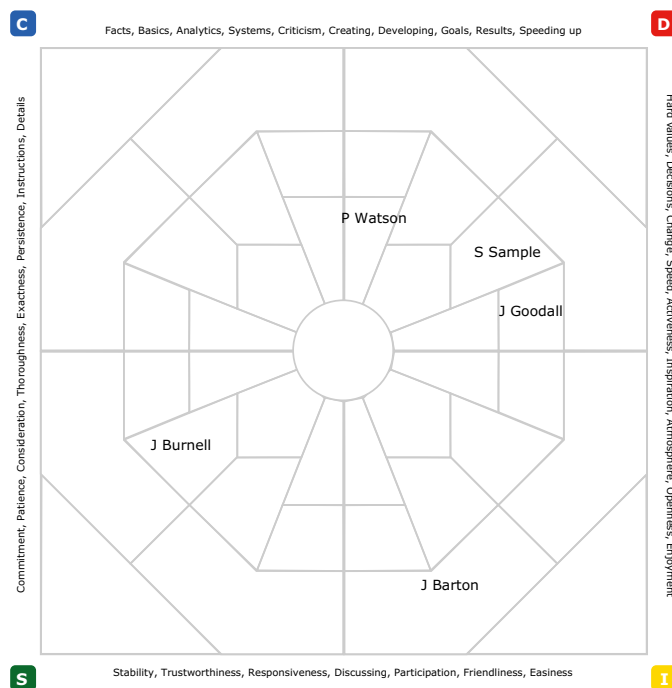
## Active Listening - Required Behaviours

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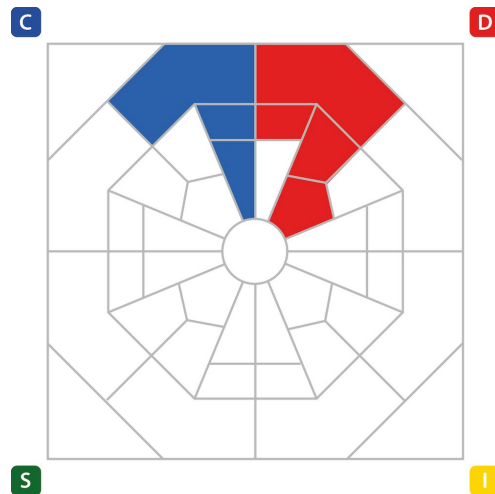
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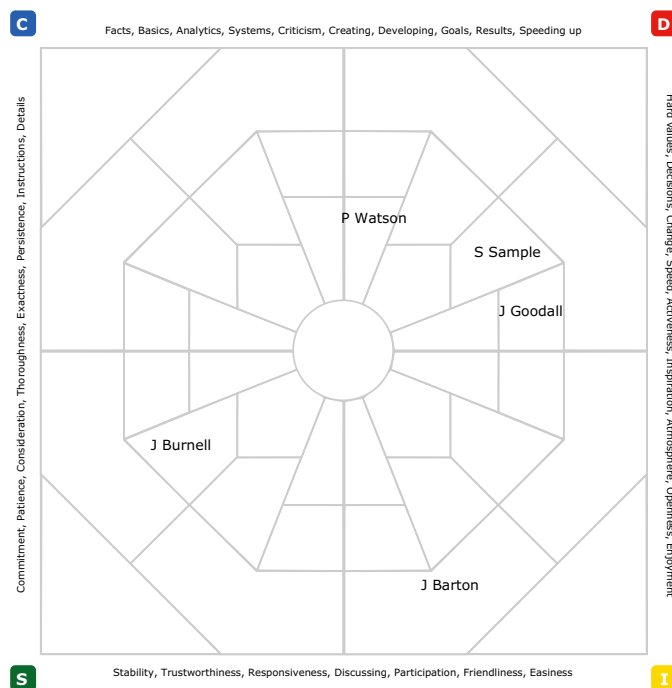
## Critical Thinking - Required Behaviours

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## Team Members

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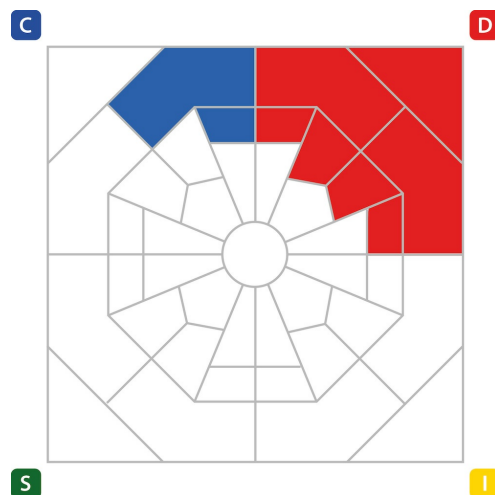
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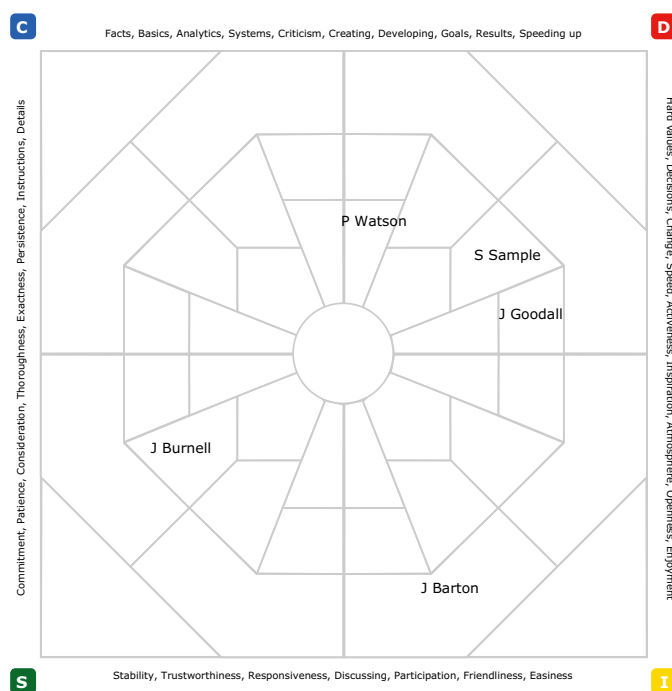
## Ambition and Initiative - Required Behaviours

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## Team Members

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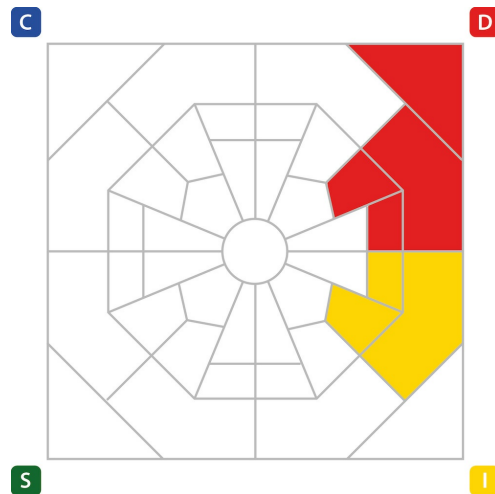
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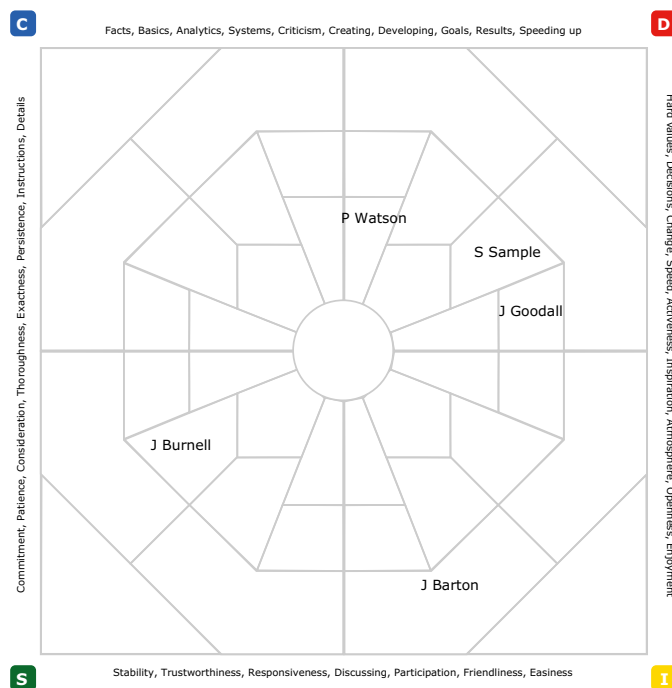
## Presenting - Required Behaviours

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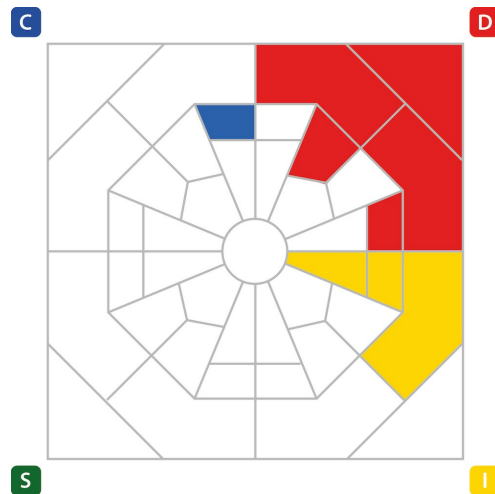
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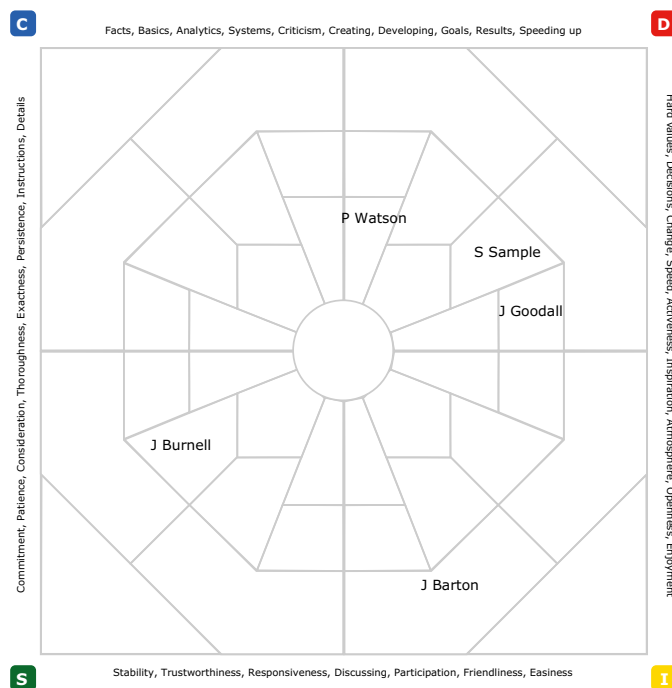
## Time Management - Required Behaviours

Below is the visual representation where the required behaviours to succeed in time management are located on the Extended DISC® Diamond model.



## Team Members

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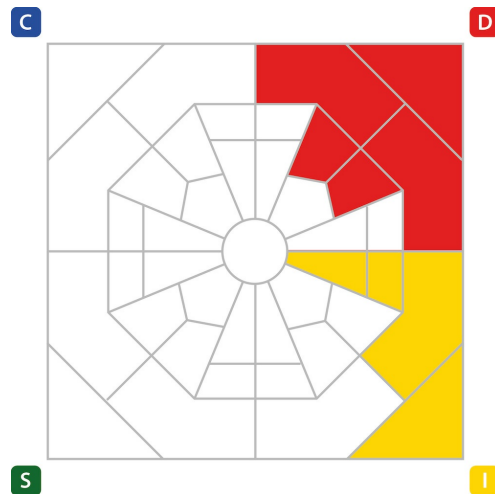
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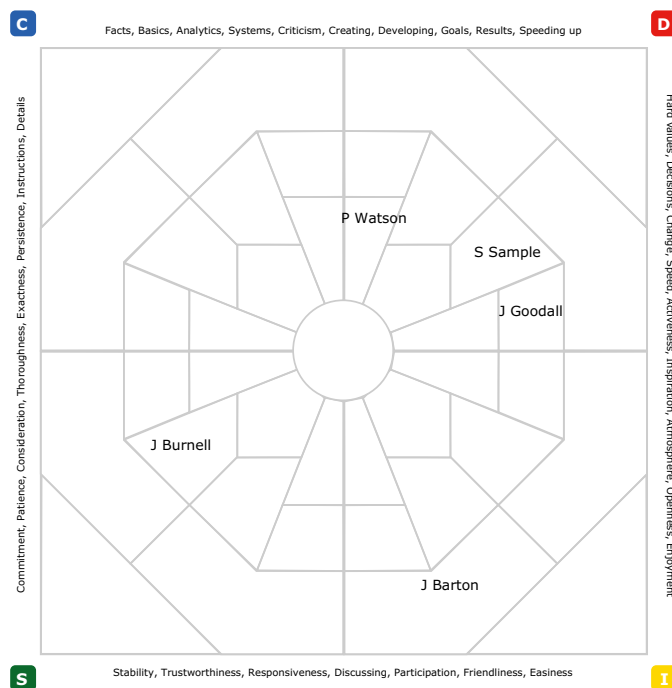
## Dealing with Failure - Required Behaviours

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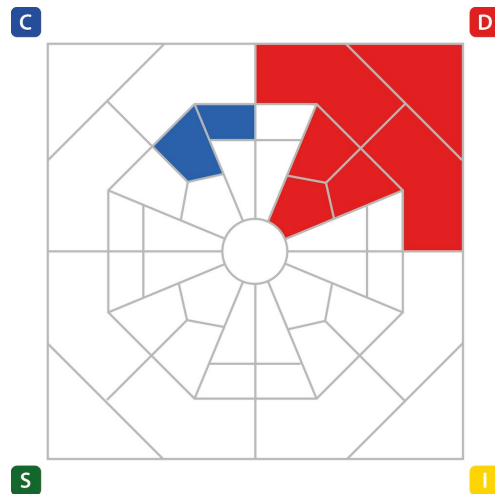
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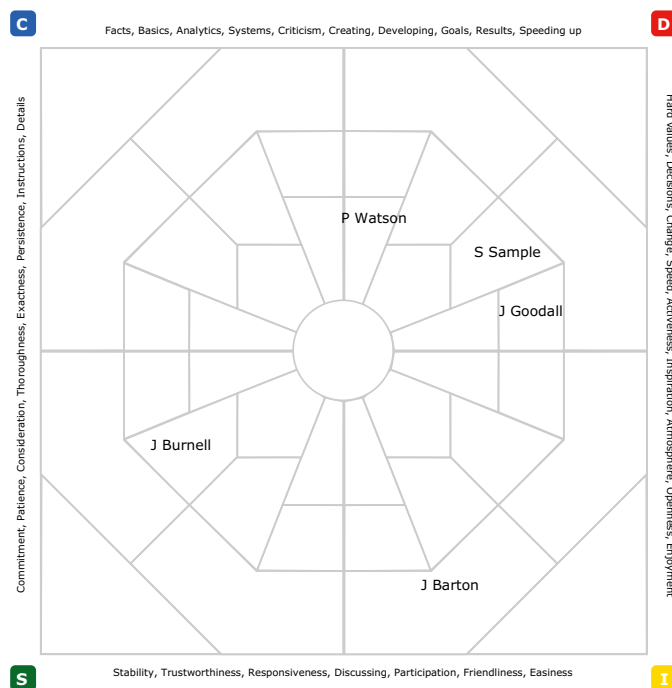
## Determined Competitiveness - Required Behaviours

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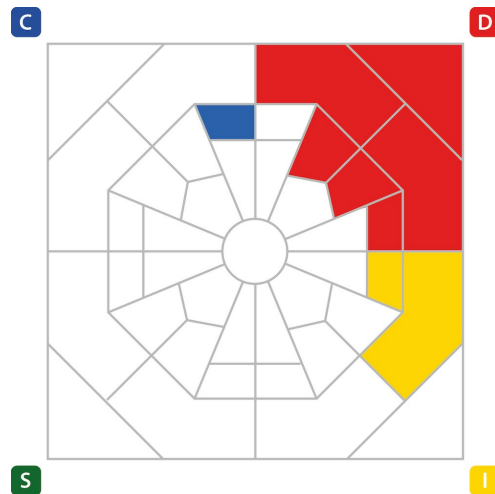
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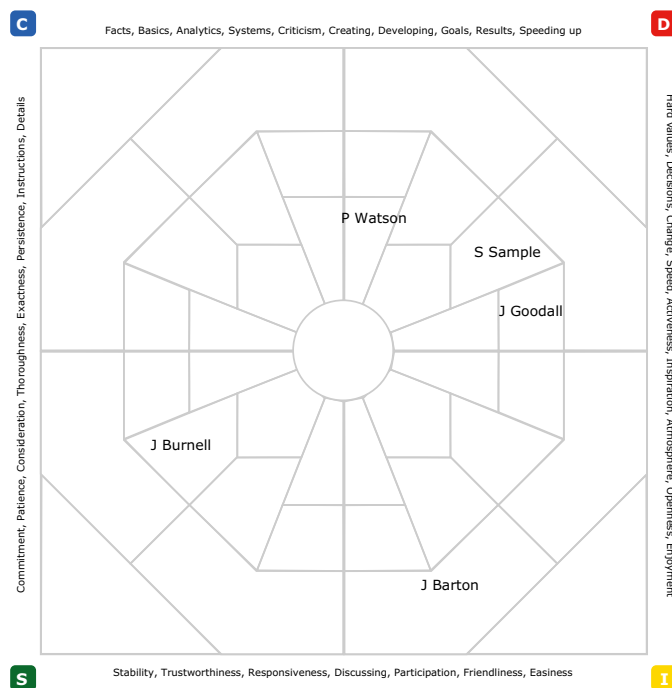
## Money Concept - Required Behaviours

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## Team Members

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(Group Name)

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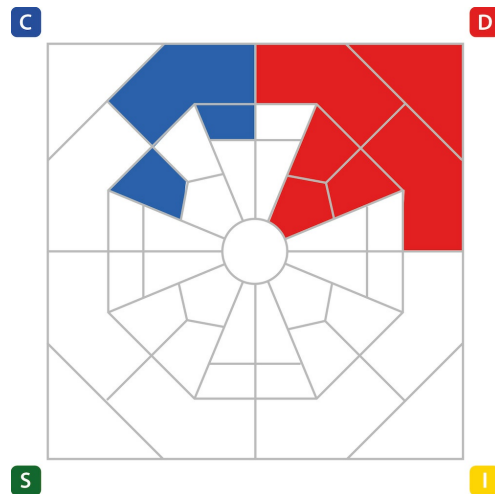
Date:

(Organisation)

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## Emotional Detachment - Required Behaviours

Below is the visual representation where the required behaviours to succeed with this competence are located on the Extended DISC® Diamond model.



## Team Members

The below chart shows where the team members are located on the Extended DISC® Diamond model.

