

Team Competence Table

	10%		39%		76%		99%	
Prospecting	7		2	1	1			22%
Qualifying	1		1	3	1	1	2	62%
Building Rapport				1		2	4	79%
Following the Sales Process	3	2	1	1	1	1	1	42%
Goal Orientation	2	3	1	1		2	1	46%
Needing Approval	2		2	1			1	62%
Controlling the Sales Process		2	3		1	1	1	58%
Handling Objections	3	1	1		1	2	2	48%
Questioning Effectiveness			2	2		3		69%
Active Listening				2	1	1	2	75%
Critical Thinking					1	4	2	77%
Ambition and Initiative	1			1	4		1	66%
Presenting	1	1	2	3		1	2	52%
Time Management	3		3	1		1	1	49%
Dealing with Failure	4		1		2	2	1	46%
Determined Competitiveness	5	1	2	1	2			29%
Money Concept	1		1		1	2	2	69%
Emotional Distance	7	1	1		1		1	26%
	0		33		67		99	
Excuse Index ®	1		4	3	2	1		37

The above table shows the distribution of the team members along with each of the 18 sales competences. The numbers indicate how many persons are in each area.

Green at right end of the scale indicates competences that are the team members' strengths. Yellow indicates competences the members may want to try to develop into strengths, succeeding occasionally or not quite fully reaching full proficiency. Green at the left end of the scale indicates competences that are not the team members' strengths.