Organisation:
HR Profiling Solutions

Date:
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Excuse Index ®

M Franklin

If there is anything else to do, they will do it first; and if there is not, they will invent something to do to avoid selling

Dislikes most of the aspects of selling and does not feel comfortable in a sales role

M Born

Sees oneself more in a support role to salespeople than being responsible for selling

Prefers to do almost anything else but to engage directly in sales-related activities

May prioritise less urgent tasks and, therefore, leaves sales-related tasks unfinished

M Curie

S Boysen

R Phillips, J Barton

Prefers sales to be only one of their responsibilities as it consumes their energy

Does not consider oneself as an active and natural salesperson

Would prefer not to be assigned sales related responsibilities that require initiative

J Goodall

A Ocampo

P Watson, M Faraday

Does not hesitate in taking action and contacting prospects

Is fairly comfortable in sales, especially if selling a familiar product/service

Likes selling to prospects who have an expressed need more than having to sell to those who have a latent need

M Mitchell

Prioritises selling over most other tasks as they understand the importance of sales and the opportunities it provides

Considers oneself as a salesperson who can sell anything; is not afraid of any obstacles