

## Executive Summary

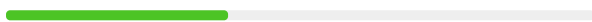
Below, you will find the respondent's scores for the 18 sales competences based on their responses in the FinxS® Sales Competence Assessment questionnaire. As you review the results, remember that they reflect their current level of competence. If they choose, they can develop their skills in all of the 18 sales competences.

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Also, you may want to review the respondent's hard-wired, behavioural style scores for the same 18 sales competences in the FinxS® Sales 18 assessment. It will help by providing corroborating information as well as identifying areas you may want to explore further.

### Overall Scores

38% Prospecting



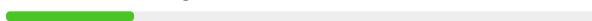
67% Qualifying



99% Building Rapport



22% Following the Sales Process



38% Goal Orientation



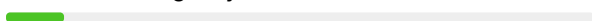
95% Needing Approval



38% Controlling the Sales Process



10% Handling Objections



99% Questioning Effectiveness



86% Active Listening



86% Critical Thinking



57% Ambition and Initiative



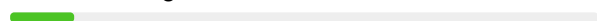
29% Presenting



11% Time Management



11% Dealing with Failure



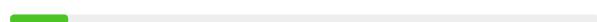
33% Determined Competitiveness



76% Money Concept



10% Emotional Distance



### NOTES

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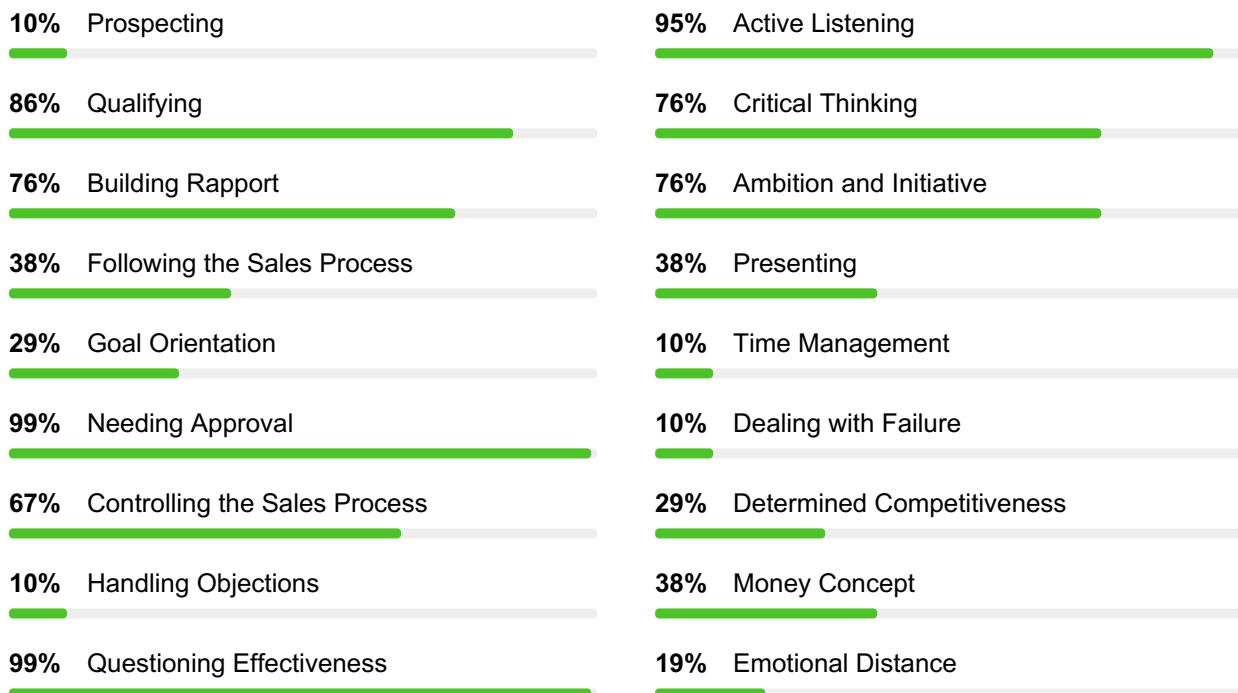
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### **Overall Scores**

**57%** Prospecting



**48%** Qualifying



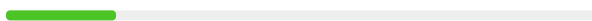
**76%** Building Rapport



**10%** Following the Sales Process



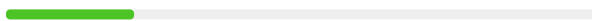
**19%** Goal Orientation



**48%** Needing Approval



**22%** Controlling the Sales Process



**57%** Handling Objections



**95%** Questioning Effectiveness



**67%** Active Listening



**95%** Critical Thinking



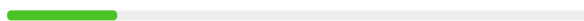
**86%** Ambition and Initiative



**48%** Presenting



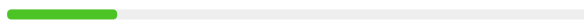
**19%** Time Management



**57%** Dealing with Failure



**19%** Determined Competitiveness



**95%** Money Concept



**19%** Emotional Distance



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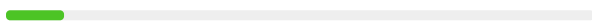
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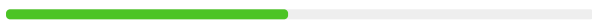
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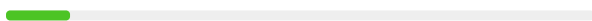
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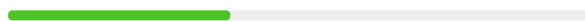
**57%** Ambition and Initiative



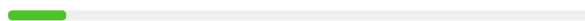
**38%** Presenting



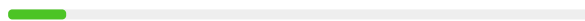
**38%** Time Management



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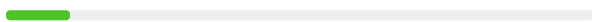
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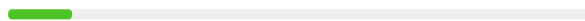
95% Active Listening



99% Critical Thinking



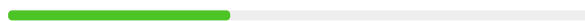
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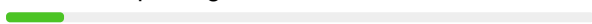
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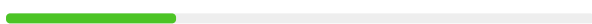
99% Building Rapport



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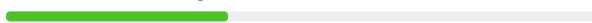
29% Goal Orientation



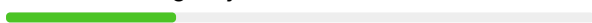
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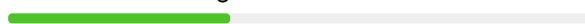
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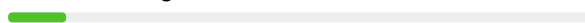
48% Presenting



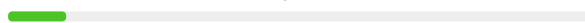
38% Time Management



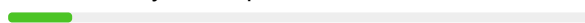
10% Dealing with Failure



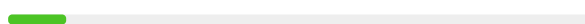
10% Determined Competitiveness



11% Money Concept



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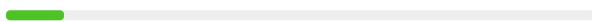
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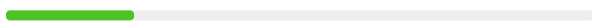
**76%** Building Rapport



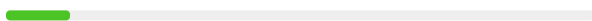
**11%** Following the Sales Process



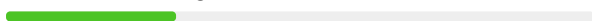
**22%** Goal Orientation



**11%** Needing Approval



**29%** Controlling the Sales Process



**95%** Handling Objections



**33%** Questioning Effectiveness



**86%** Active Listening



**99%** Critical Thinking



**99%** Ambition and Initiative



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**95%** Time Management



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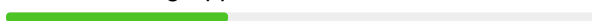
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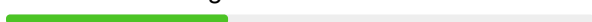
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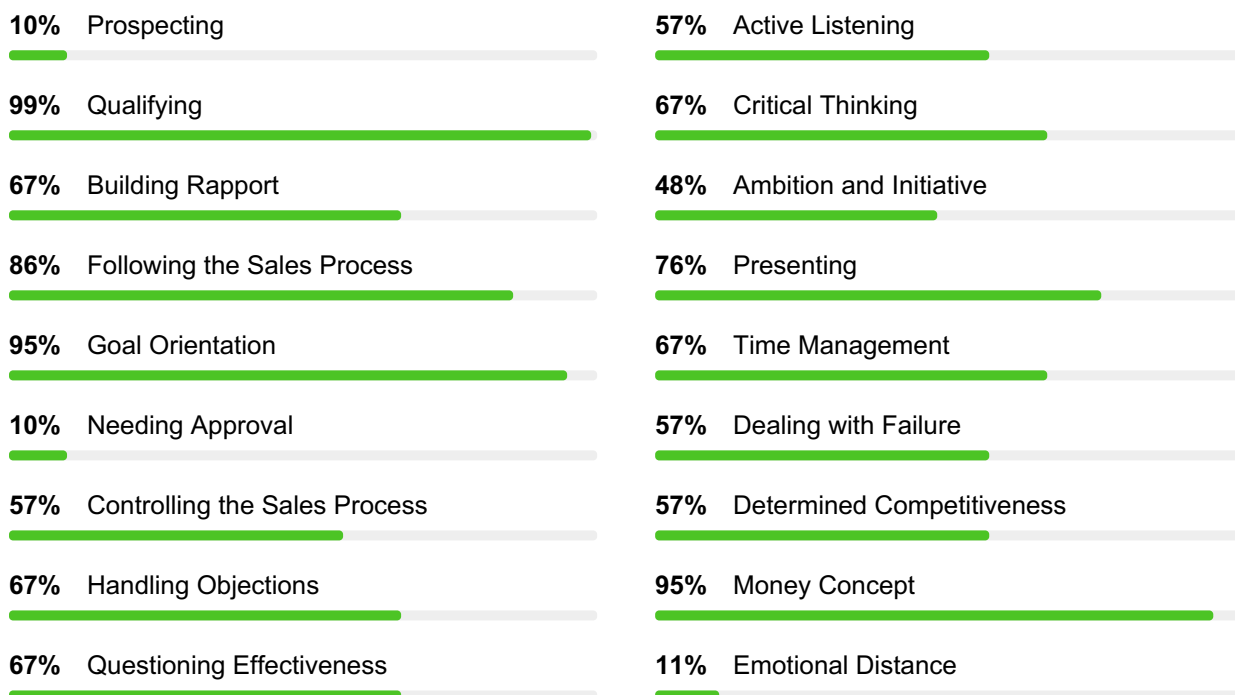
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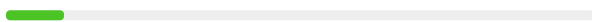
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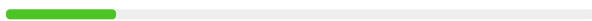
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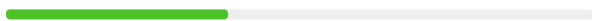
**67%** Goal Orientation



**76%** Needing Approval



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**48%** Active Listening



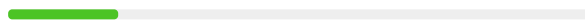
**67%** Critical Thinking



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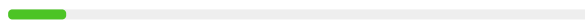
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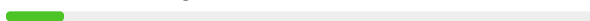
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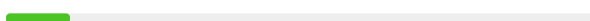
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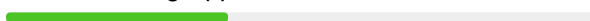
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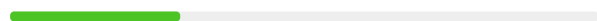
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