

You now hold in your hands a report from Sales Profile QUICK questionnaire. This questionnaire covers twelve basic sales competencies on the level of practical skills. These competencies logically match the sales cycle and are divided into three areas (customer, offer, sale). The report also offers information about conscious need for development, where we ourselves currently feel that we can advance in level of skills. Priority recommendations are listed in next parts of the report.

VALIDITY SCALES

Validity of these results is dependent, to a certain degree, on the assessed person's attitude toward questionnaires. That is why there are validity scales in this questionnaire, that warn about possible skewing of the results, especially in the situation when data consistency is low and need for success high (tendency for choosing answers that are socially desirable).

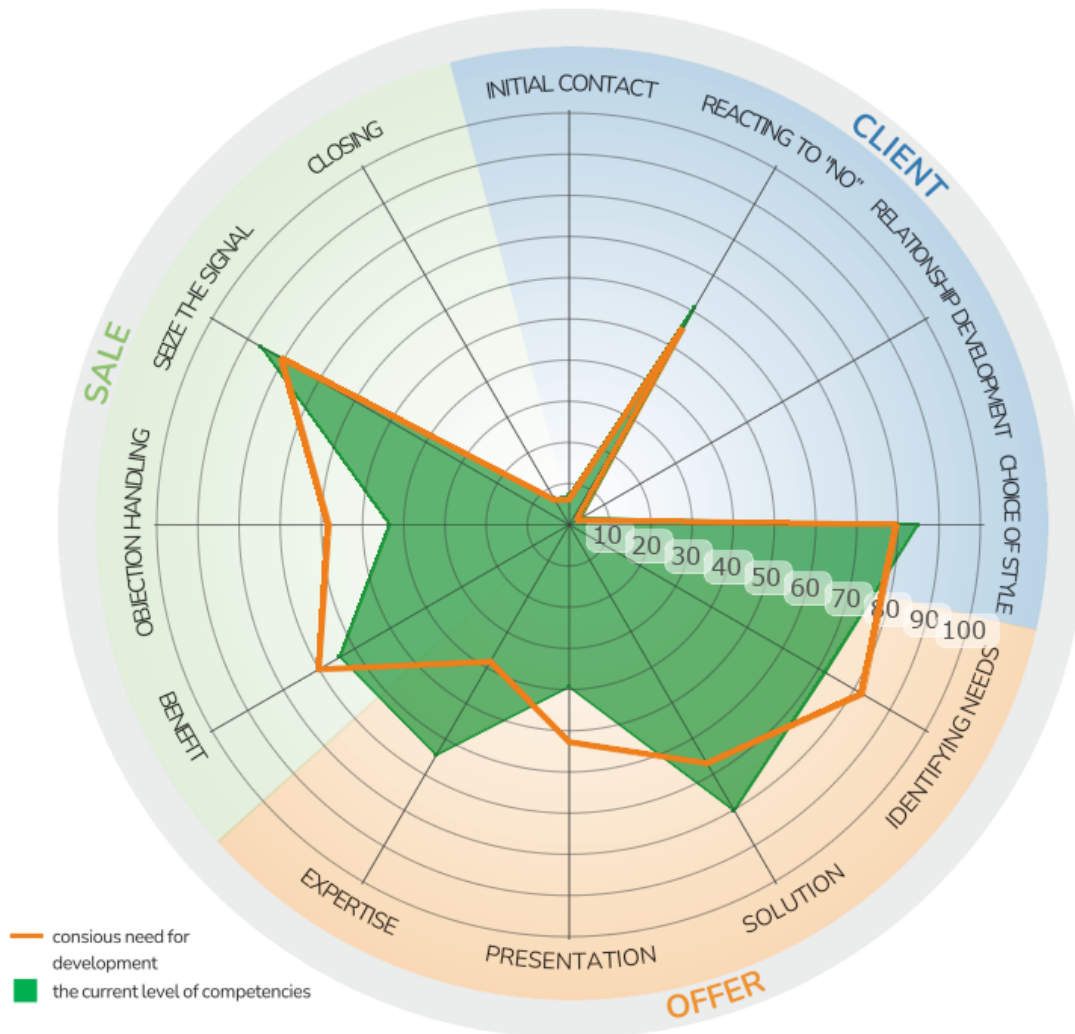
RESPONSE CONSISTENCY

- sufficient data consistency

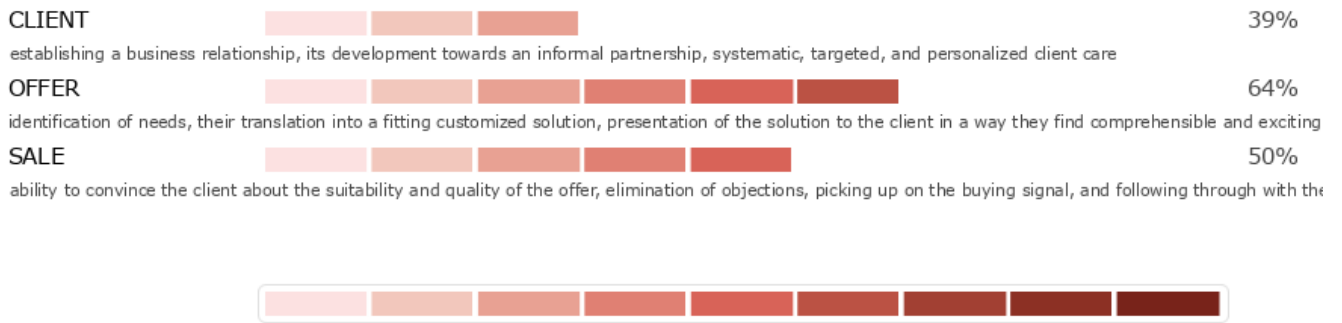
SOCIAL DESIRABILITY SCALE

- sufficient openness of answers

OVERALL REPRESENTATION OF SALES COMPETENCES



DISTRIBUTION OF SALES COMPETENCES WITHIN A SALES CASE



PRIORITY AREAS FOR AN ACTION DEVELOPMENT PLAN

PRIORITY	AREAS FOR DEVELOPMENT
1	<ul style="list-style-type: none"> training aimed at professional behaviour, business etiquette, and work with first impressions
2	<ul style="list-style-type: none"> training aimed at acquisition phone calls, especially preparation, typology of questions, structure of the call
3	<ul style="list-style-type: none"> training aimed at techniques and procedures in closing a meeting, setting clear performance goals, and monitoring adherence to them.