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OUTPUT REPORT



Sales profile QUICK

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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.

CONTROL SCALES

Validity of these results is dependent, to a certain degree, on the assessed person's attitude toward questionnaires. That is why there are control 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

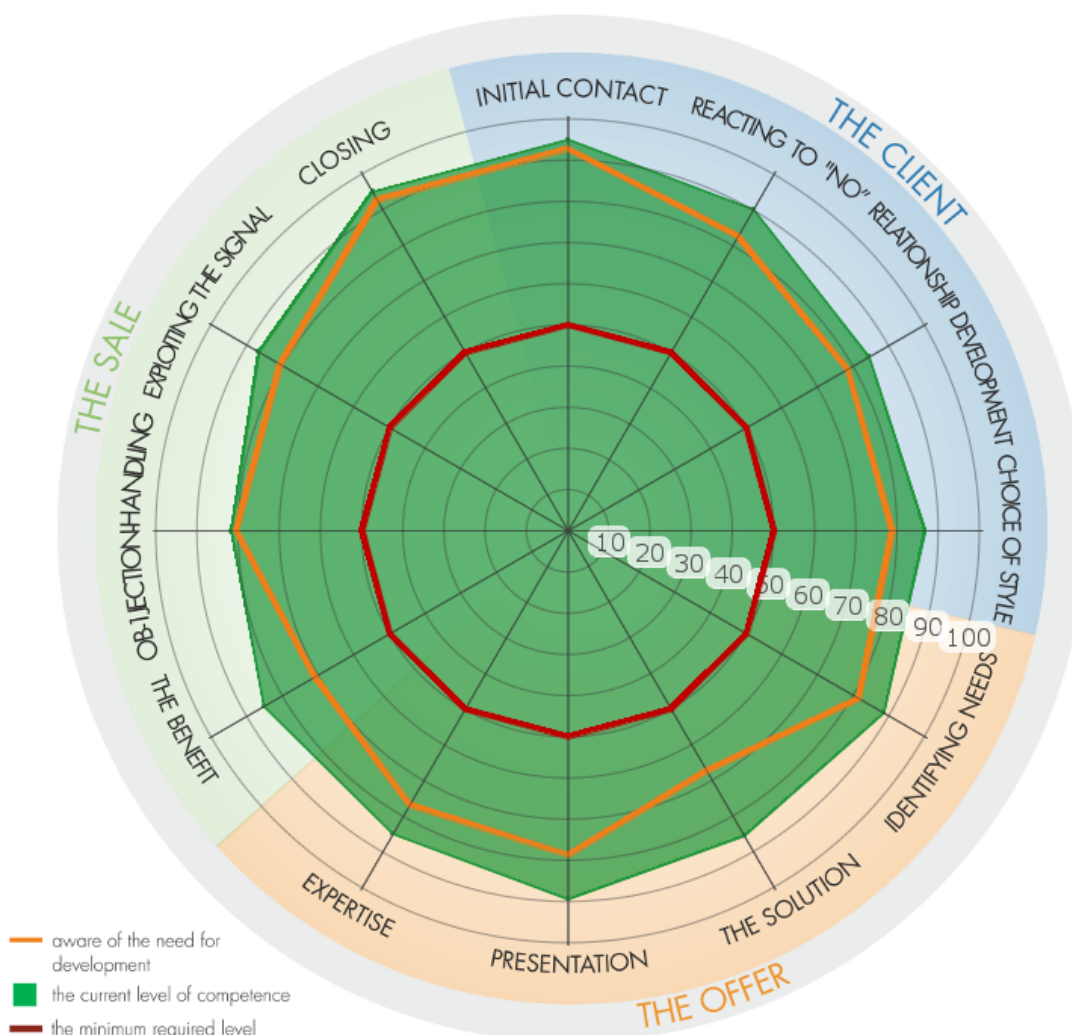
- sufficient data consistency

NEED TO SUCCEED

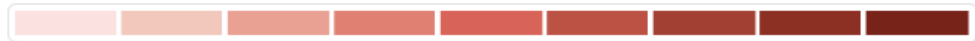
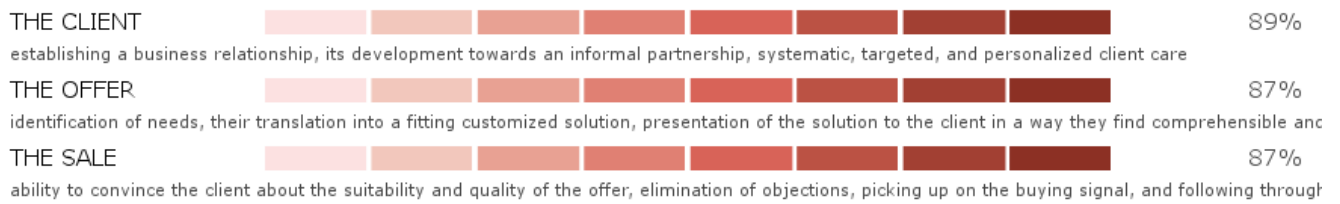
- sufficient openness of answers

OVERALL REPRESENTATION OF SALES COMPETENCES

Overall concordance of current competence level with required minimum: 100 %



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"> coaching in the area of objection-handling, presentation of successful sales cases to colleagues
2	<ul style="list-style-type: none"> participating in internal company events, taking care of important and demanding clients
3	<ul style="list-style-type: none"> preparation for the role of an internal instructor in the area of practical utilization of products and their interconnection with internal processes in the client's environment