

Leslie Hawking

This Assessment samples your general ability to analyze, recognize, and solve a selected set of common situations, practices, opportunities, and issues you may encounter on a day to day basis in communicating, negotiating, advising, or selling situations.

The following table reports specific results based on your demonstrated capability to perform basic general Professional Sales skills.

SKILL & CAPABILITY	YOUR SCORE DEMONSTRATES COMPETENCY
Listening	consistent with: New or enhanced learning opportunities
Questioning	consistent with: More advanced skills & capabilities
Relationship Selling	consistent with: Good basic skills & capabilities
COMPETENCY ASSESSMENT	Your results demonstrate overall Skills & Capabilities consistent with those expected for individuals with average sales competency.

The second table in this report is a personalized **SMART Action Planner®** that you will find on **Page 2**.

This document is produced to support you and your sales manager or coach in identifying the personal and professional development opportunities with the highest potential to increase your effectiveness and success in working and dealing with other people. These opportunities target potential areas for enhancing your professional sales skills and capabilities.

While these suggestions are based on your performance on this assessment, it is important to confirm those results with your own experience and past performance results, to ensure that any personal or professional development plans are tailored to produce the best possible results for you.