



# SalesXtra

A. N. Other 17/04/2021

## BEHAVIOURAL STYLE FEEDBACK REPORT

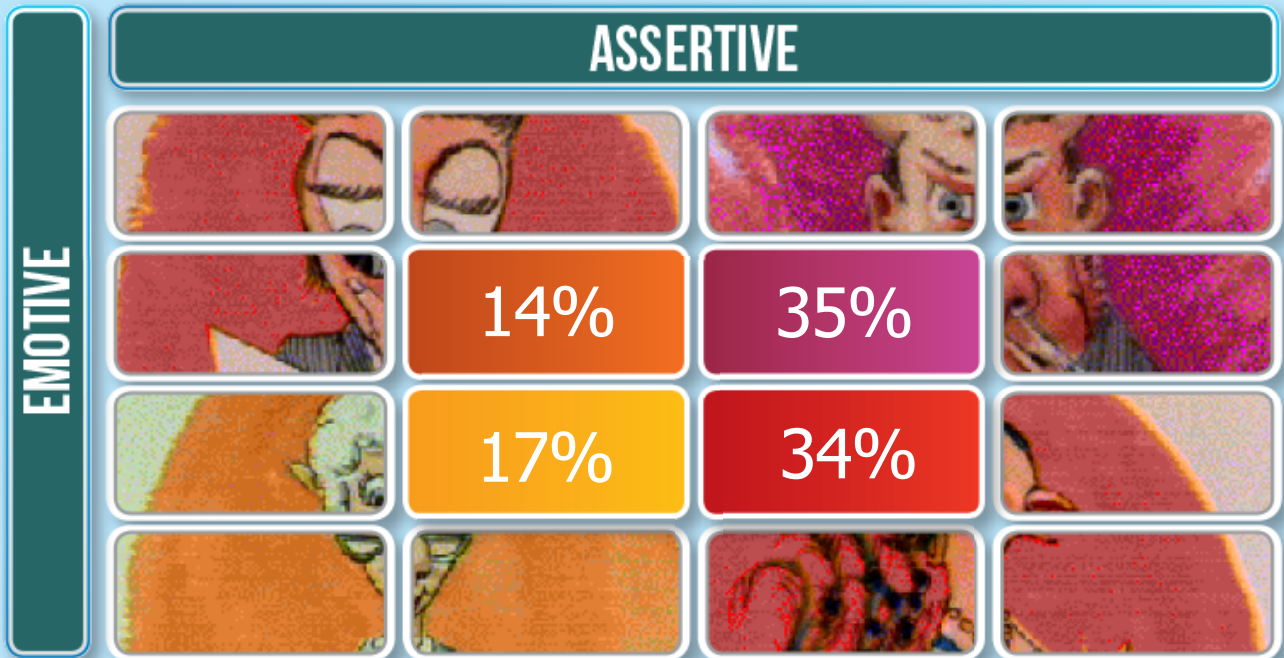
The report for A. N. is shown in three sections.

The first report is a visual description of this person's observable Behavioural Style displayed in a matrix of Assertive Behaviour and Emotive Behaviour. Behavioural Style is a particular pattern of observable behaviour practises or habits, that have developed over time. They are described as characteristic of a given individual.

This individual's predominant Behavioural Style affects the way they habitually do things.

Behavioural style is reflected in the individual's:

- Interpersonal skills
- Communication habits such as verbal and non-verbal.
- Relationship building tendencies.
- Conflict resolution.
- Problem solving skills.



The matrix describes the positioning of the 4 most common behavioural styles known affectionately as Bulls, Owls, Lambs and Peacocks to create an instant picture of the behavior than can be expected.

When viewing the visual report observe the % displayed in the matrix for each quadrant. This indicates the degree of fit for your unique job role. A more An interactive descriptor of the 4 Behavioural Styles is displayed at the foot of the report.



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## HIGH PERFORMANCE INDICATORS

This report measures the salesperson's behaviours in 10 essential sales behaviours. The lower the rating the less likely this person will be to display the sales behaviour. The higher the rating the more likely this person is to display the sales behaviour.

Assertiveness and confident in all situations



Tolerance to negotiating discomfort



Proactive in new business development



Plans work and works plan



Adapts selling style to suit a wide range of people



Builds rapport easily with people from different backgrounds and behavioural styles



Creative in developing sales opportunities



Persists with customers to achieve a sale



Earns respect from colleagues for team work and contribution





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## PROBLEM INDICATORS

This report highlights two problem areas that have the potential to disrupt sales leaders focus.  
The lower the rating the less likely this person will be to display this behaviour.  
The higher the rating the more likely this person is to display the problem behaviour.

High Maintenance indications



Introvert tendencies

