



Consultative Selling Survey Organizational Summary Report For: PBJ Enterprises

This report summarizes the ratings of 7 respondents from your company.

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Raters		■ Your Company □ All Companies					Current	Indicator*	
		Significantly Below Expectations	At Expectations	Significantly Above Expectations	0	25			50
	Earning appointments with new prospects by using effective access messages	Your Company						32	▼
	All Companies						44		
	Calling on multiple decision makers at appropriate levels within each account	Your Company						39	▼
	All Companies						69		
	Quickly establishing rapport with new prospects	Your Company						43	▼
	All Companies						52		
	Diplomatically completing negotiations where all parties sense they have gained a benefit	Your Company						54	
	All Companies						55		
	Successfully managing interpersonal relationships in stressful situations	Your Company						61	
	All Companies						54		
	Supporting the customer after the sale by efficiently solving customer problems	Your Company						63	
	All Companies						53		
	Effectively delivering sales presentations focused on the unique needs of each audience	Your Company						64	
	All Companies						51		
	Skillfully adapting own interpersonal style to make others more comfortable	Your Company						68	▲
	All Companies						59		
	Effectively closing sales by showing customers how their needs can be met with company offerings	Your Company						68	▲
	All Companies						54		
	Asking questions that uncover the most important business needs and priorities of each customer	Your Company						79	▲
	All Companies						54		

* Skills displayed in red with a ▼ have the lowest performance ratings for your sales team; skills in green with a ▲ have the highest ratings.