

Sales Assessment OVERVIEW GRAPH

Capacity	Primary Strengths	Secondary Strengths	Secondary Development	Primary Development
Empathy		✓		

Sales Assessment HANDLING REJECTION

Capacity	Primary Strengths	Secondary Strengths	Secondary Development	Primary Development
Self Esteem			✓	
Self Assessment			✓	
Self Confidence	✓			
Self Control			✓	
Sensitivity To Others			✓	

HANDLING REJECTION:

The ability to see and appreciate one's self worth, to develop ego strength such that one can maintain self identity and self worth apart from how well one meets internal self expectations or the expectations and standards of others.

Sales Assessment PRIMARY DEVELOPMENT COMMENTS

Self Esteem
The capacity to develop one's self

Self Control
The ability to hold the belief

Sensitivity
This ego objective positive

Appreciation of Things: (Practical Ability)

Your compulsion for seeing things in an unconventional and possibly creative manner can cause you to overlook concrete, practical values, flows in things and concrete detail. Build a reminder system to help maintain a sense of balance and seek feedback to test the relevance and practicality of your inventiveness.

Consistency: (Self Starting Ability)

A combination of a compulsive need to push ahead and a feeling of frustration and dissatisfaction about your current circumstances can lead to inconsistencies in your decisions and actions potentially leading you to shift from demanding too much to demanding too little of yourself.

Role Satisfaction: (Self Starting Ability)

You are currently in social role transition uncertain about what you want to do and feeling frustrated and dissatisfied about your current circumstances. Your uncertainty can lead you to impulsive decisions or actions and can cause you to either over estimate or under estimate your ability to perform.

Results Oriented: (Drive)

Your unconventional, individualistic and inventive common sense, practical thinking can cause you to be incoherently driven by the need to create results generating a compulsion to see and do things from a new or different perspective and can interfere with your ability to get things done.