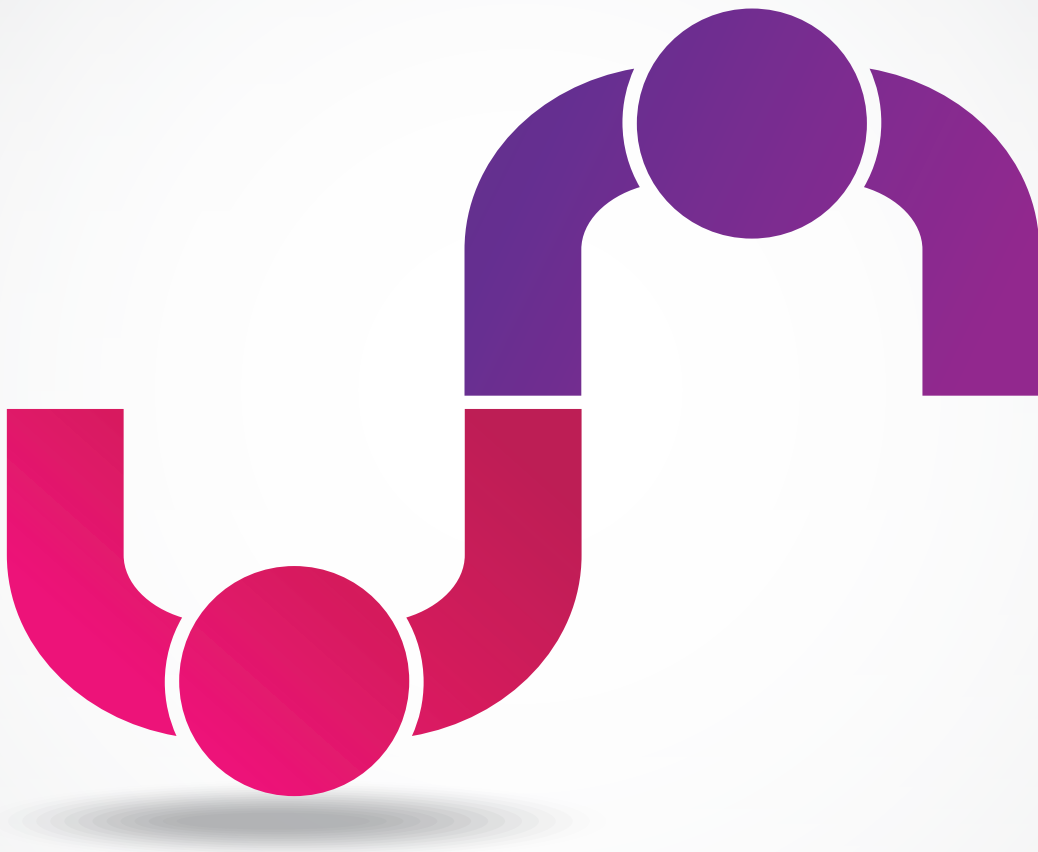


# Selling Styles Report

An In-depth Exploration of a Person's Preferred Approach to Selling and Developing New Business



# Selling Styles Report

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## Applications

The Selling Styles Report looks in detail at the six stages of the sales cycle, exploring a person's potential when operating in key sales tasks and activities. Ideal for:

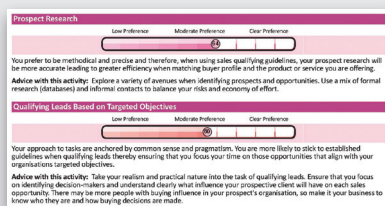
**Sales Coaching** Supporting sales people in understanding their strengths and limitations and how to become more effective when selling.

**Building New Sales Teams** Helping to identify and match roles to the right individuals.

**Training Needs Analysis** Identifying where extra support or training is required.

**Developing Self Awareness** Helping sales people understand how they are perceived by others.

Example of a profile feedback and advice.



## Benefits

**Better More Effective Sales People** Individuals who understand their strengths in the sale process and where they can be most effective.

**Focussed Sales Training** Profiling help target specific areas requiring personal development.

**Improved Selling Skills** Focussed advice enables individuals to make better choices and decisions at each stage of the sales process.

**Better Retention** Sales people can be identified for roles where there is a more suitable match of skills to the job requirements.

**Quick and easy** Completed in 15 minutes.

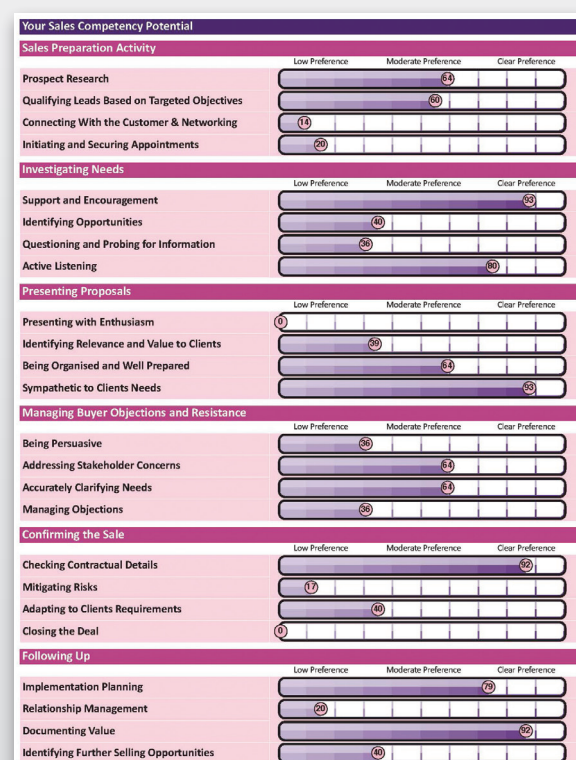
## Administration

Secure online administration using the Talent Strengths online assessment system or using our Bureau Service.

Assessment takes only 10-15 minutes.

## The Report

The report looks in detail at 24 sales activities that underpin the 6 stages of the sales cycle. An individual's potential is considered against known characteristics of successful sales people in various sales situations.



The report includes a full colour profile of their preferred subordinate styles and communication style. Also displayed is their 4 Colours (quadrant) summary which can be beneficial for team building activities.

As with all the TSTI reports, included is a summary profile of the person's global and facet types.

