



Sales Report for Alex Lee

Professional

Styles

About this Report

This report is based upon the Styles assessment, which explores an individual's motives, preferences, needs and talents in critical work areas.

The results are based on a comparison with a group of over 9,000 professionals and managers and are presented on a 1 to 10 Sten scale.

Since the questionnaire is a self-report measure, the results reflect the individual's self-perceptions. Nevertheless, our extensive research has shown it to be a valid measure of how people will operate in the workplace.

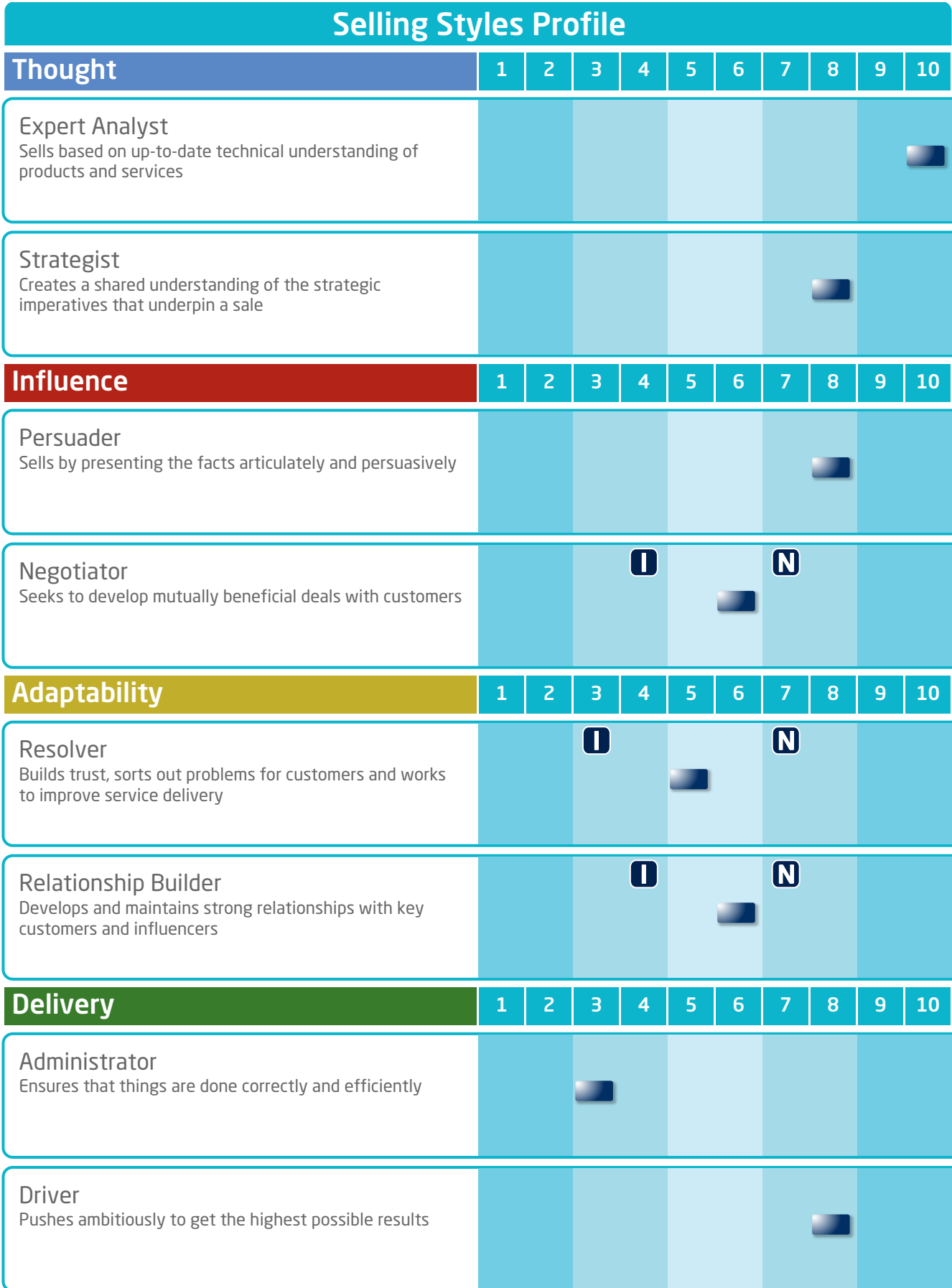
It should be remembered that the information contained in this report is potentially sensitive and every effort should be made to ensure that it is stored in a secure place.

The information contained within this report is likely to remain valid for 12 to 24 months, depending upon circumstances.

The report was produced using Saville Consulting software systems. It has been derived from the results of an assessment completed by the respondent, and reflects the responses they made.





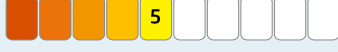



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Sales Profile

The following report summarises Alex Lee's areas of greater and lesser potential based on our extensive international database linking Saville Consulting Wave to work performance. Alex Lee's Ratings Acquiescence is Sten 7 and their Consistency of Rankings is Sten 8.

Area	Potential
Solving Problems Identifying Needs Understanding Customer Needs (5); Analysing Information (10)	 Very High higher potential than about 95% of the comparison group
Solving Problems Developing Solutions Applying Expertise (9); Being Creative (8)	 Very High higher potential than about 95% of the comparison group
Influencing People Developing Leads Developing Rapport (5); Building Relationships (8)	 Fairly High higher potential than about 75% of the comparison group
Influencing People Closing Deals Presenting Information (5); Changing Views (7); Challenging Objections (9)	 Fairly High higher potential than about 75% of the comparison group
Adapting Approaches Staying Positive Handling Pressure (4); Being Resilient (5); Maintaining Self-Belief (7)	 Average higher potential than about 40% of the comparison group
Adapting Approaches Working Collaboratively Supporting People (3); Working Co-operatively (2)	 Very Low higher potential than about 5% of the comparison group
Delivering Results Being Disciplined Being Organised (3); Maintaining Standards (3)	 Very Low higher potential than about 5% of the comparison group
Delivering Results Results Focused Taking Action (6); Pursuing Targets (8)	 High higher potential than about 90% of the comparison group

Sales Potential Indicators

The following report summarises Alex Lee's greater or lesser potential against key performance indicators which underpin effectiveness across different sales roles.

Indicator	Potential
High Customer Contact Rate Initiating Contact; Following Up Leads; Maintaining Existing Relationships	 Fairly High higher potential than about 75% of the comparison group
Developing New Business Developing Leads; Negotiating Deals; Using Creative Strategies	 High higher potential than about 90% of the comparison group
Managing Existing Business Managing Accounts; Maintaining Service Levels; Upselling to Existing Customers	 Extremely Low higher potential than about 1% of the comparison group
Sales Leadership Making Decisions; Giving Direction; Motivating Sales People	 High higher potential than about 90% of the comparison group