

# Axiometrics™

## Success Factors Sales Charts w/Leadership Style

Prepared for  
Demo Sample  
(Job Title: Key)



AXIOMETRICS™  
Partners

Tel: 0845 024 0440  
Email: [value@axiometricpartners.com](mailto:value@axiometricpartners.com)  
[www.axiometricpartners.com](http://www.axiometricpartners.com)

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**Thinking Process Inventory**  
 Leadership Style = Believer  
 Learning Style = Thinker Feeler (Concept, Affiliative)  
 Communication Style = Structured Personal

	Talent	Access	Attitude	Skill
<b>Low Risk</b>	<b>9.11</b>			
<b>Situational Risk</b>			<b>8.95</b>	
<b>Conditional Risk</b>		<b>8.63</b>		<b>8.60</b>
<b>Real Risk</b>				

<b>Low Risk</b> ( )	Excellent ability to utilize the capacity and translate the talent into decisions; reduces the potential for errors and mistakes.
<b>Situational Risk</b> (8.82)	Very good ability to utilize the capacity especially in well defined areas; however, there are specific situations that can interfere with the translation into decisions.
<b>Conditional Risk</b> ( )	Limited access to the capacity indicating actual conditions that will increase the potential for mistakes and errors and restrict the transfer into decisions.
<b>Real Risk</b> ( )	Restricted access to the capacity indicating the ability is consistently unavailable and individuals are subject to mistakes and errors in judgment.

## Sales Competencies Chart - Part 1

Skills And Talents	Primary Strength	Secondary Strength	Secondary Development	Primary Development
	Excellent ability to utilize the competency and translate the talent into decisions. Limited potential for making errors in the decision making process.	Very good ability to utilize the competency in well defined situations. In less defined situations there is more potential for making errors in the decision making process.	Limited ability to utilize the competency indicating a condition in which there is increased potential for errors in the decision making process.	Restricted ability to utilize the competency indicating that there is significant potential risk of making errors in the decision making process.
<b>Empathy</b>				
- Intuitive Insight	ü			
- Attitude Toward Others	ü			
- Evaluating Others		ü		
- Persuading Others	ü			
- Relating With Others	ü			
<b>Handling Rejection</b>				
- Self Esteem		ü		
- Self Assessment	ü			
- Self Confidence	ü			
- Self Control		ü		
- Sensitivity To Others	ü			
<b>Achievement Drive</b>				
- Goal Directedness	ü			
- Results Oriented			ü	
- Need To Achieve			ü	
- Social Recognition	ü			
- Self Attitude	ü			
- Ambition	ü			

## Sales Competencies Chart - Part 2

Skills And Talents	Primary Strength	Secondary Strength	Secondary Development	Primary Development
	Excellent ability to utilize the competency and translate the talent into decisions. Limited potential for making errors in the decision making process.	Very good ability to utilize the competency in well defined situations. In less defined situations there is more potential for making errors in the decision making process.	Limited ability to utilize the competency indicating a condition in which there is increased potential for errors in the decision making process.	Restricted ability to utilize the competency indicating that there is significant potential risk of making errors in the decision making process.
<b>Self Starting Ability</b>				
- Persistence			ü	
- Consistency	ü			
- Initiative	ü			
- Role Satisfaction	ü			
<b>Motivation Index</b>				
- Service		ü		
- Money And Material Things			ü	
- Status And Social Self Recognition	ü			
- Personal Development		ü		
- Sense Of Mission				ü
- Sense Of Belonging		ü		
<b>Discipline For Selling</b>				
- Meeting established standards	ü			
- Doing Things right		ü		
- Attention To Policies and Procedures	ü			
- Meeting schedules and deadlines		ü		