

# SALES STYLE

Archive number: 61023

## PREFERRED SALES STRATEGY TOTAL

	low characteristic					high characteristic					
	0	10	20	30	40	50	60	70	80	90	100
Hardseller	[Bar to 51]										
Classical Salesman						[Bar to 91]					91
Consultant	[Bar to 29]										

## SALES POTENTIAL TOTAL

(Classical Salesman + Consultant + Hardseller)

	low characteristic					high characteristic					
	0	10	20	30	40	50	60	70	80	90	100
Preparation	[Bar to 100]										100
Preliminary arguments	[Bar to 90]										90
Product presentation	[Bar to 78]										78
Contract conclusion	[Bar to 33]										33
<b>Total</b>	[Bar to 86]										86
<b>Development Potential</b>	[Bar to 29]										29

## SALES STRATEGY IN PHASES

	low characteristic					high characteristic					
	0	10	20	30	40	50	60	70	80	90	100
<b>Preparation</b>											
Hardseller	[Bar to 90]										90
Classical Salesman	[Bar to 74]										74
Consultant	[Bar to 58]										58
<b>Preliminary arguments</b>											
Hardseller	[Bar to 21]										21
Classical Salesman	[Bar to 100]										100
Consultant	[Bar to 27]										27
<b>Product presentation</b>											
Hardseller	[Bar to 88]										88
Classical Salesman	[Bar to 54]										54
Consultant	[Bar to 60]										60
<b>Contract conclusion</b>											
Hardseller	[Bar to 45]										45
Classical Salesman	[Bar to 76]										76
Consultant	[Bar to 50]										50