

# 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						51					
Classical Salesman											91
Consultant	29										

## SALES POTENTIAL TOTAL

(Classical Salesman + Consultant + Hardseller)

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

## SALES STRATEGY IN PHASES

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