

# Chally Assessment™

## How to Read Your Individual Strengths Report

# Individual Strengths Report

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Chally Assessment™

Individual Strengths Report

Joe Smith

Prepared for:

Chally Assessment, LLC

Chally

Assessment Results

Name

Report

Joe Smith

Individual Strengths Report

Summary

This section provides results for a selected set of competencies. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

Sales Competencies	Percentile Score
Takes a Positive Approach to Customer Concerns	99
Provides Personal Attention and Support	99
Uses Standard Discovery Questions to Qualify Prospects	92
Strives to Achieve Targets by Negotiating Mutually Beneficial Agreements	91
Drives Results by Tailoring Solutions to Customer Requirements	90
Strengthens Client Relationships by Remaining a Consistent Presence	88
Closes Through Incremental Steps	85
Provides Service by Empathizing with Customer Concerns	85

Leadership Competencies	Percentile Score
Takes Calculated Risks	99
Gains Commitment by Motivating Others	97
Delivers Informative and Succinct Presentations	97

Personal Attributes	Percentile Score
Attends to Those Details Necessary for Task Completion	98
Seizes New Opportunities	90
Promotes Growth Through Innovation	87

Interpretation of Strengths

Sales Competencies

SALES COMPETENCY 1/10

Takes a Positive Approach to Customer Concerns

Maintains a positive mental attitude; stays focused on the positive aspects of other people and their environment; identifies with customer concerns and demonstrates sensitivity to customer feedback; finds personal satisfaction in defusing a negative situation and arriving at a mutual understanding; sees situations from the customer's perspective and will not be frustrated by or become defensive about customer concerns

99

Score Interpretation

This individual does not take customer initiation or dissatisfaction personally, but rather concentrates on finding a solution. They think of customer concerns as challenges to be addressed and face them with a positive outlook. They are willing to listen and then come to an understanding of what the customer is trying to communicate. They empathize with any concerns and try to view the issue from the customer's perspective.

SALES COMPETENCY 2/10

Provides Personal Attention and Support

Committed to providing individual service with a personal touch; appeals to the customer's need to trust in the organization's service capability and commitment; provides assurance that product specifications will be met and capabilities exist to respond to variations in product specifications and delivery needs; works to guarantee customer loyalty by building long-term relationships

99

Score Interpretation

This individual believes in getting to know the customer personally. They establish relationships with key decision-makers and stay customer-loyal, even though it may be more difficult than focusing simply on technical resolution.

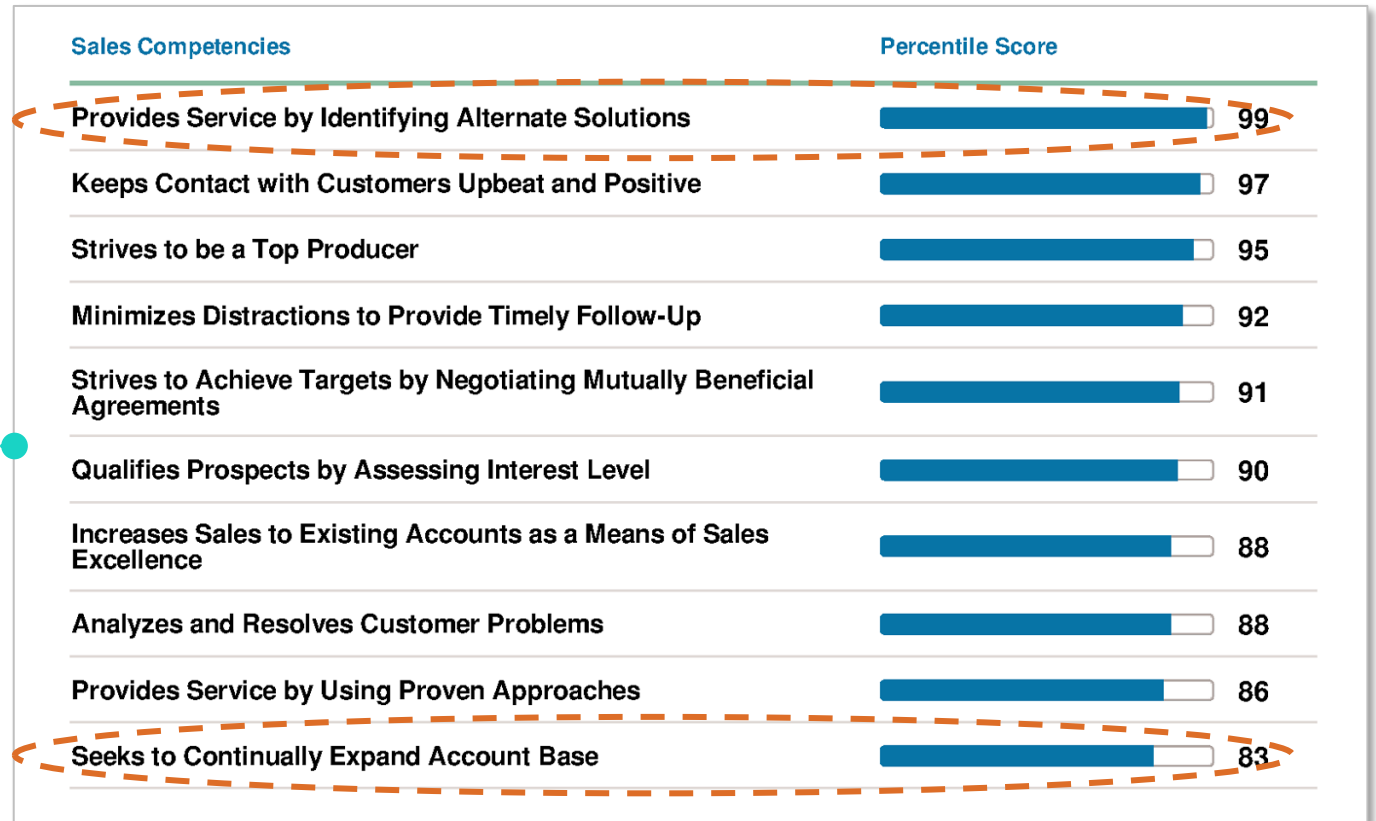
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# Individual Strengths Report

## Top 10 Sales Strengths



# Individual Strengths Report

## Top 3 Leadership Strengths

### Leadership Competencies

### Percentile Score

Takes Ownership for Results When Working Within a Team	<div><div></div></div>	99
Employs Innovative and Creative Solutions to Business Needs	<div><div></div></div>	99
Makes Business Decisions via Collaboration and Consensus	<div><div></div></div>	94

## Top 3 Personal Attributes

### Personal Attributes

### Percentile Score

Deals Effectively With Stress	<div><div></div></div>	95
Promotes Growth Through Innovation	<div><div></div></div>	93
Seeks to Expand Circle of Acquaintances	<div><div></div></div>	78

# Scores that Tie



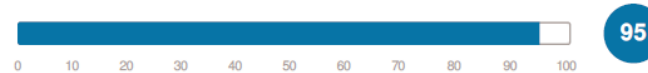
# Interpreting Your Strengths

## Sales Competencies

SALES COMPETENCY 1/11

### Increases Sales to Existing Accounts as a Means of Sales Excellence

Motivated to advance in a sales career by increasing the product diversity offered to existing accounts; concentrates on finding avenues to generate increased sales from established accounts; works to increase revenue by identifying additional products to complement what is currently sold to the existing customer base



#### Score Interpretation

This individual is constantly driven to exceed their current level of success. They direct efforts toward building sales and generating growth through further penetrating existing accounts, and asking for referrals, rather than by cultivating new leads that may or may not prove successful. They work to increase revenue by identifying additional products or services that would complement what is currently sold to existing customers. They look at the whole account base and focus on those solutions that would be the most beneficial beyond what is currently in use.

# Why Focus on Strengths

*Whatever makes you different is what makes you stronger.*

- Eva Chen, Head of Fashion at Instagram  
*Forbes*

*You can't be anything you want to be, but you can be a lot more of who you already are.*

- Tom Rath, Author  
Life's Great Question

*Those who follow the part of themselves that is great will become great. Those who follow the part that is small will become small.*

- Meng Tzu  
Confucian philosopher

*There is no one right way to sell. You'll get the best results by building on who you already are.*

- Tony Rutigliano & Brian Brim  
Authors, Strengths Based Selling

*People feel joy when their "best self" shows up effortlessly, without thinking about it; being in the flow of the creative process; when they feel they're making a difference; feeling successful.*

- Ayse Birsel, Author  
Design the Life You Love

# The Skill Equation





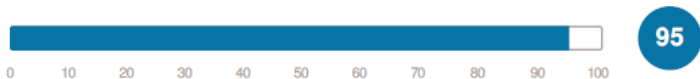
# Owning Your Strengths

## Sales Competencies

SALES COMPETENCY 1/11

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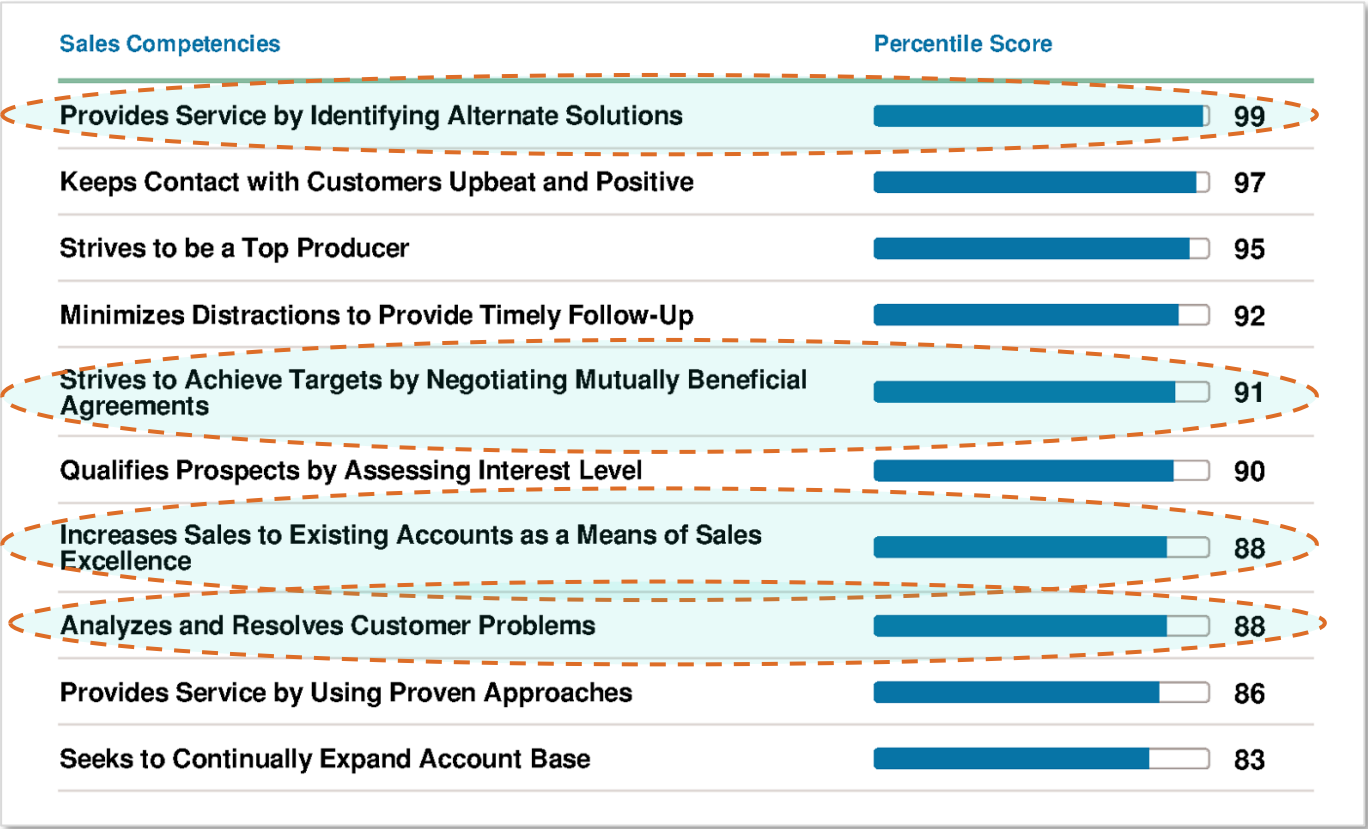
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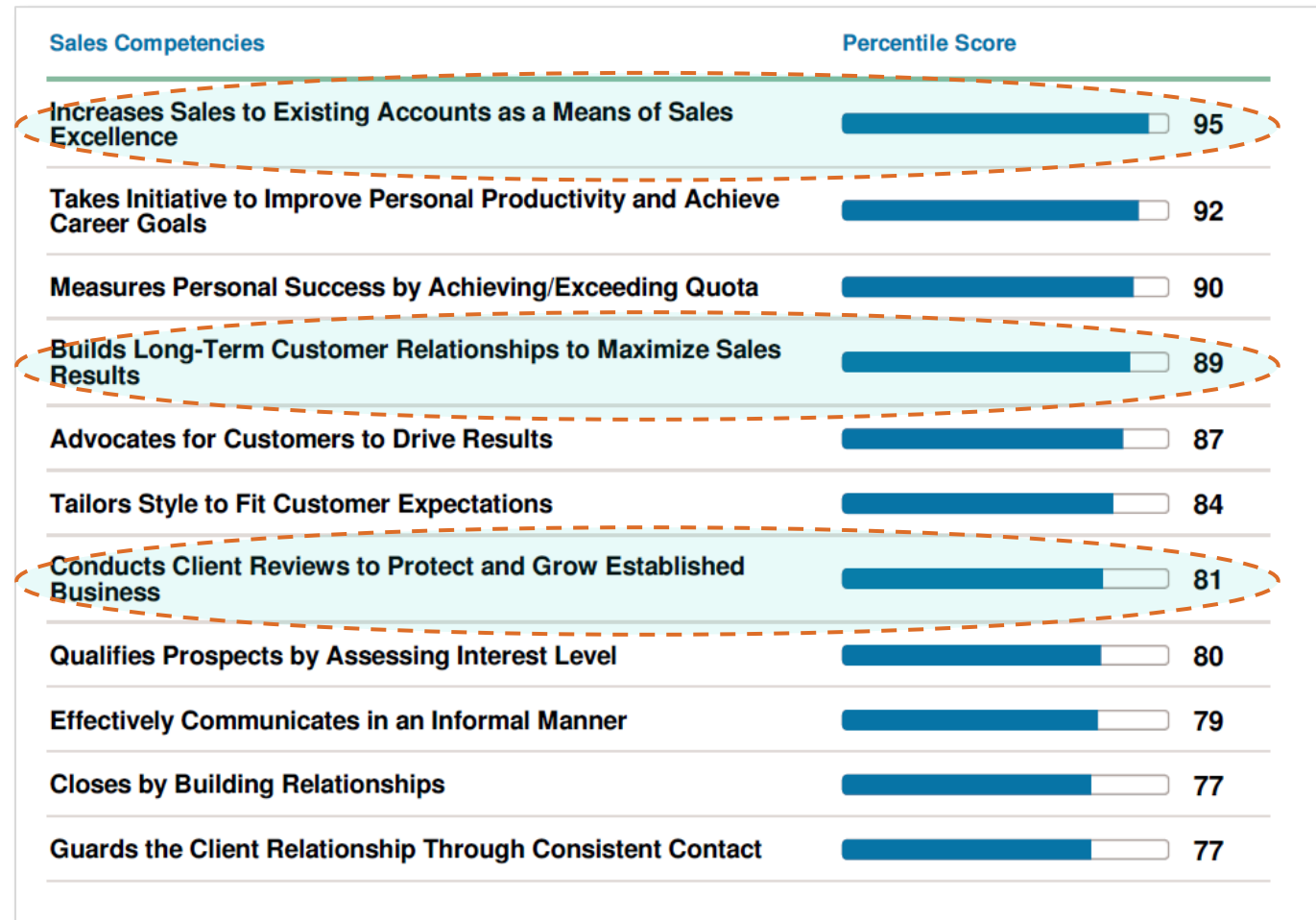
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# Owning Your Strengths



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## Internalizing Your Strengths



- As you look at your strengths, which ones resonate?
- When you look at your top strengths together, what story do they convey about how you approach sales?
- Think back on your past achievements – how did you leverage your strengths to succeed?
- Review your current job description. How will you leverage your strengths to perform this particular role?
- How can you help others on our team who don't have the same natural strengths as you?
- Which strengths would you like to work on developing?

# Questions? Contact Us!

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Available 8:00am – 5:00pm EST; Monday-Friday



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