

DNLA SP

Sales Potential

Target groups

- Sales and marketing staff
- Employees that are to be scanned for their sales potential

Applications

- Staffing decisions
- Sustainable HR-development
- As part of training and coaching processes
- Controlling, performance measurement
- Investigation of inexplicable drops in performance

Available reports

- Report for the employer
- Report for the participant
- Development plan / Coaching plan
- Information about correlations between the SC test results and the SP test results (if both are given)

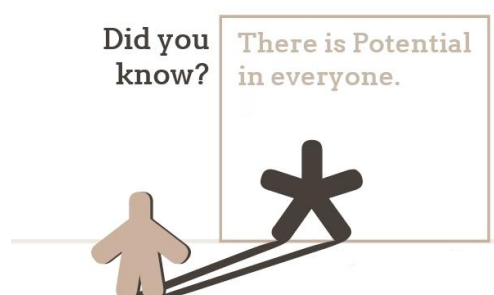
No. of items: 45/120*

(*partially, questions require multiple answers)

Time required: approx. 30 min.

Content

- 6 factors typical for each sales process
 - empathy (needed to establish initial contact),
 - attention
 - analysis (of client's needs)
 - quote
 - review
 - closure



Available Versions:

GER – AUT – SUI – GB – ESP – FRA – ITA – NED – EST
– FIN – SWE – DEN

* As a rule, we offer the full range of DNLA products and services in the respective language and country. However, for some of the languages listed above, there may be available only the online questionnaires, or only the reports. For further information please contact us.

The benefit of using DNLA SP, Sales Potential:

DNLA Sales Potential (SP) is the ideal supplement to the DNLA SC (Social Competence) test:

While DNLA SC covers the basic success factors of social competence, DNLA SP provides the “fine tuning” of the soft skills needed to be a successful salesperson – for any clientele; in any branch, position or rank!

DNLA SP: Ideal for identifying, developing and retaining your HR's sales potential!

Sustainable success for everyone
with DNLA Human Resources Expert Systems!

