Chris P Bacon

Organization: **ABC LTD**

Date: **13.10.2014**

LESS LEMONS
COACHING FOR SUCCESS

Person score | Expectation

	-5	-4	-3	-2	-1	0	1	2	3	4	5	
Criticizing existing systems:	-5	-4	-3	[-2]	-1	0	1	2	3	4	5	65%
Handling many tasks that require contact with people:	-5	-4	-3	-2	-1	0	1	2	3	4	[5]	100%
Organizing and completing daily activities:	-5	-4	-3	-2	[-1]	0	1	2	3	4	5	45%
Persistent solving of difficult logical problems:	-5	-4	-3	[-2]	-1	0	1	2	3	4	5	65%
Repetitive duties requiring accuracy:	-5	-4	-3	-2	-1	0	[1]	2	3	4	5	90%
Repetitive duties that require contact with people:	-5	-4	-3	-2	-1	0	1	2	3	4	[5]	100%
Being open to new experiences, ideas, and cultures:	-5	-4	-3	-2	-1	0	[1]	2	3	4	5	65%
Being willing to try new approaches:	-5	-4	-3	[-2]	-1	0	1	2	3	4	5	45%
Reacting quickly and decisively to unexpected changes and events:	-5	-4	[-3]	-2	-1	0	1	2	3	4	5	35%
Building distance to other people:	-5	-4	[-3]	-2	-1	0	1	2	3	4	5	80%
Empathic, positive, understanding:	-5	-4	-3	-2	-1	0	1	2	3	[4]	5	90%
Communicating in a compelling and positive way:	-5	-4	-3	-2	-1	0	1	[2]	3	4	5	65%
Encouraging, participating, involving communication:	-5	-4	-3	-2	-1	0	1	2	3	4	[5]	100%
Strong goal-oriented influencing of people:	-5	-4	[-3]	-2	-1	0	1	2	3	4	5	45%
Allowing others to talk while expressing that he/she is listening:	-5	-4	-3	-2	-1	0	1	2	3	4	[5]	90%
Listening and expressing understanding with body language:	-5	-4	-3	-2	-1	0	1	2	[3]	4	5	90%
Preferring to talk instead of listening:	-5	-4	-3	-2	-1	0	1	[2]	3	4	5	100%
Creating a positive image; inspiring:	-5	-4	-3	-2	-1	0	[1]	2	3	4	5	65%
Discussing and taking care of customer needs:	-5	-4	-3	-2	-1	0	1	2	3	4	[5]	100%
Finding the details that are in error when handling customer complaints:	-5	-4	-3	[-2]	-1	0	1	2	3	4	5	55%
Maintaining customer relations to achieve results:	-5	-4	-3	-2	-1	0	1	2	3	4	[5]	90%
Polite, repetitive customer contacts:	-5	-4	-3	-2	-1	0	1	2	3	4	[5]	100%
Adjusting one's approach with different people:	-5	-4	-3	-2	-1	0	1	2	3	4	[5]	90%
Handling a variety of different contacts:	-5	-4	-3	-2	-1	0	[1]	2	3	4	5	55%
Being an eager learner:	-5	-4	-3	-2	-1	0	1	[2]	3	4	5	65%
Learning by criticizing:	-5	-4	[-3]	-2	-1	0	1	2	3	4	5	90%

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Learning by sharing ideas:											[5]	100%
Step-by-step learning:							[1]	2	3	4	5	90%
Achieving results through and with people:							1	[2]	3	4	5	80%
Creating a friendly atmosphere:							1	[2]	3	4	5	80%
Actively asking questions and proposing new ideas to a customer:							[1]	2	3	4	5	65%
Actively seeking for new sales opportunities:					[-1]	0	1	2	3	4	5	45%
Aiming to close the deal without pushing the customer:							1	[2]	3	4	5	80%
Creating a happy first impression:							[1]	2	3	4	5	55%
Having high degree of people orientation:							1	2	3	[4]	5	90%

Match Percentage: 76%