



AccuVision[™] Retail System
Sales

Assessment Results

for

ABC Company

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SKILL RATINGS AND RANKINGS

SKILL	RANK ORDER	PERFORMANCE LEVEL
Determining Customer Needs	3	Below Average
Building The Sale	1	Average
Closing the Sale	2	Below Average

n = 117

FREQUENCY TABLE

SCORE	FREQUENCY	PERCENTAGE
3 or less	30	25.6%
4	25	21.4%
5	19	16.2%
6	23	19.7%
7	9	7.7%
8	5	4.3%
9 or more	6	5.1%

n = 117

PERCENTAGE OF PEOPLE WITH SIMILAR SKILL RANKINGS

SKILL	RANKING		
	1	2	3
Determining Customer Needs	24.8%	31.6%	43.6%
Building The Sale	54.7%	27.4%	18.0%
Closing the Sale	22.2%	39.3%	38.5%

n = 117

**PERCENTAGE OF PEOPLE SCORING BETTER
THAN 65% OF THE PEOPLE IN THE
ACCUVISION DATABASE**

SKILL	% OF PEOPLE WITH AN X AT PERFORMANCE LEVEL
Determining Customer Needs	27.4%
Building The Sale	50.4%
Closing the Sale	31.6%

n = 117