

# SALES STYLE

Archive number: XXXXX

## PREFERRED SALES STRATEGY TOTAL

	low characteristic					high characteristic					
	0	10	20	30	40	50	60	70	80	90	100
Anti-Type						55					
Hardseller	15										
Classical Salesman										90	
Consultant						55					

## SALESPOTENTIAL TOTAL (Classical Salesman + Consultant + Hardseller)

	low characteristic					high characteristic					
	0	10	20	30	40	50	60	70	80	90	100
Preparation										85	
Preliminary arguments										85	
Product presentation						45					
Contract conclusion						60					
<b>Total</b>						70					

# SALES STRATEGY IN PHASES

Archive number: XXXXX

## Preparation

	low characteristic								high characteristic		
	0	10	20	30	40	50	60	70	80	90	100
Hardseller				40							
Classical Salesman				80							
Consultant				85							

## Preliminary arguments

	low characteristic								high characteristic		
	0	10	20	30	40	50	60	70	80	90	100
Hardseller				60							
Classical Salesman				95							
Consultant				15							

## Product presentation

	low characteristic								high characteristic		
	0	10	20	30	40	50	60	70	80	90	100
Hardseller				55							
Classical Salesman				65							
Consultant				55							

## Contract conclusion

	low characteristic								high characteristic		
	0	10	20	30	40	50	60	70	80	90	100
Hardseller				40							
Classical Salesman				80							
Consultant				65							