



Financial Sales Assessment Program (FSAP)

List of Participant Results

Name	Test Date	Overall Score	SLA	SP	SFT	DMTK	SRA	SD	DR	CF
Smith, Pat	10/02/04	82	Medium	Medium	High	Medium	High	High	Medium	High
Flores, Maria	10/02/04	78	Medium	Medium	High	Medium	High	Medium	Medium	High
Taylor, Gillian	10/02/04	78	Medium	Medium	High	Medium	Medium	High	Medium	High
Zaran, Barbara M.	10/02/04	76	Medium	Medium	High	Medium	Medium	High	Medium	High
Lee, Dan	10/02/04	74	Low	Medium	High	High	High	High	Low	High
Armstrong, Kevin	10/02/04	74	High	Medium	Medium	High	Medium	High	High	Medium
Hunter, Mitchell	10/02/04	73	Medium	Medium	High	High	Medium	High	Medium	High
Dalton, Alex	10/02/04	72	Medium	Medium	Medium	Medium	High	High	Medium	Medium
Wing, Richard	10/02/04	72	High	Medium	Medium	Medium	Low	High	High	Medium
Johnson, Jim	10/02/04	68	Low	Medium	Medium	High	Medium	High	Low	Medium
Rameirez, Ray	10/02/04	68	Medium	Medium	High	Medium	Low	High	Medium	High
Dodge, Chris	10/02/04	67	Low	Medium	Medium	Medium	High	High	Low	Medium
Jones, Amy	10/02/04	66	High	Medium	Medium	Medium	Medium	High	High	Medium
Spencer, Elizabeth	10/02/04	64	Medium	Low	Medium	Medium	Medium	Medium	Medium	Medium
Owen, Dale	10/02/04	62	Low	Medium	Medium	Medium	Medium	Medium	Low	Medium

Key

SLA - Sales Analysis
SP - Sales Presentation
SFT - Sales Follow-Through

DMTK - Developing and Maintaining Technical Knowledge
SRA - Service Analysis

SD - Service Delivery
DR - Development of Rapport
CF - Customer Focus



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Training Needs Analysis

List Statistics

Total Participants - 15

Average Score - 71

Skill Detail

This section lists each of the skills measured on the Financial Sales Assessment Program along with the number and percentage of individuals within each skill performance level (i.e., Low, Medium, High). This information can be used to target specific training needs within your organization thereby increasing training effectiveness.

Skill	Low	Medium	High
Sales Analysis	4 (26%)	8 (53%)	3 (20%)
Sales Presentation	1 (6%)	14 (93%)	0 (0%)
Sales-Follow-Through	0 (0%)	8 (53%)	7 (46%)
Developing and Maintaining Technical Knowledge	0 (0%)	11 (73%)	4 (26%)
Service Analysis	2 (13%)	8 (53%)	5 (33%)
Service Delivery	0 (0%)	3 (20%)	12 (80%)
Development of Rapport	3 (20%)	7 (47%)	5 (33%)
Customer Focus	2 (13%)	8 (53%)	5 (33%)