

# SALESview360

*Want to help your sales team strengthen their core selling skills? Sales View 360 focuses on critical competencies based on the consultative selling approach.*

## APPLICATIONS

Today's consultative sales people face an extremely competitive landscape and require a variety of skills to succeed. With **Sales View 360**, you can focus on enhancing those skills by giving them support where they need it most.

**Sales View 360** provides a broad assessment of critical interpersonal, intrapersonal and sales skills for each member of your sales team. It is ideal for developing internal and external sales staff and account management people.

## AT A GLANCE

- 3 Sales Competencies
- 52 Behavioral Questions
- Internet Administration
- Reliable / Validated Scores
- Scoring Bureau Processing
- Comprehensive Feedback Report (with scoring and graph options)
- Online Developmental Goal Setting / Reminder System
- Comprehensive Competency Based Resource Library

## COMPETENCIES & BEHAVIORS

### INTERPERSONAL

- Enabling Trust
- Demonstrating Respect
- Conflict Resolution
- Influence/Negotiation
- Listening
- Oral/Written Communication

### INTRAPERSONAL

- Problem Solving
- Resilience
- Self-Development
- Achievement Striving

### SALES

- Consultative Sales Orientation
- Service Focus
- Sales Planning/Territory Management

## TESTIMONIAL

“...I found the process to be easy to administer, professionally handled, excellent customer service from the consulting team and, most importantly, the results assisted us with our mission of developing a stronger leadership team.”  
- Susan Bloch, Vice President of Human Resources, Tilia, Inc.

## FEATURES

### MEASURES 3 CORE SALES COMPETENCIES

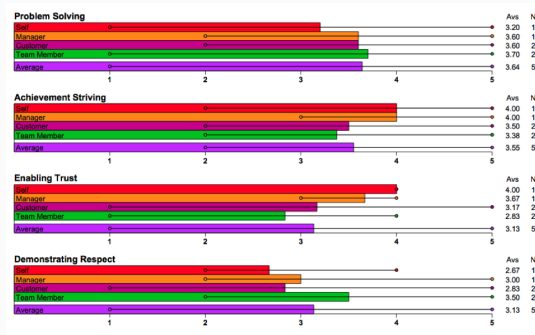
- Assesses 13 sales behaviors
- Theoretically derived based on consultative selling system research
- Established scale reliability and validity

### ESTABLISHED NORMS

- Standardized norms based on diverse industries
- Ability to utilize local or organizational norms

### COMPREHENSIVE FEEDBACK REPORT

- Line or bar graph comparisons of “Self” and “Other” ratings
- Customizable rater labels
- Normative or raw score averages
- Most and least frequently observed behaviors
- Open-ended comments section
- Developmental Action Plan
- Group Composite Report

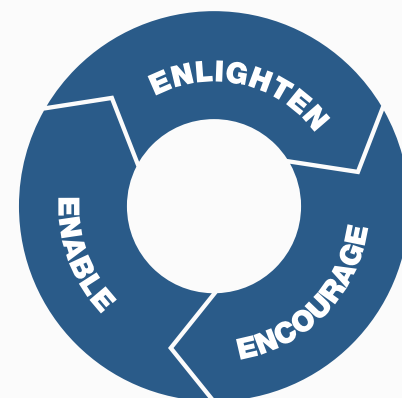


## Why You Shouldn't Buy a Stand-Alone 360

The ultimate objective of most 360-degree feedback programs is to successfully change behavior leading to increased effectiveness. Achieving this objective requires three conditions: enlightenment, encouragement and enablement. A 360-degree feedback assessment provides insight and enlightenment. But, without the other two, you won't demonstrate sustained and successful behavior change.

Envisia Learning's much acclaimed Talent Accelerator is an online goal setting and learning transfer system that provides the missing elements – a platform for guided goal setting, on-going reminders about progress, competency based resource library, and an evaluation of effectiveness called ProgressPulse. It has proven to increase success of a behavior change program by up to 150%.

Talent Accelerator is available with any Envisia Learning assessment – including those that are custom designed just for you. Before you buy any 360-degree assessment, be sure to learn more about how Talent Accelerator translates insight into increased effectiveness and greater ROI for your program. Just visit our website at [www.envisialearning.com](http://www.envisialearning.com).



**The Three Necessary  
Conditions for Initiating  
and Sustaining Successful  
Behavioral Change**

## ABOUT ENVISIA

Envisia Learning has been helping leaders, consultants and coaches deliver real and lasting behavior change in organizations for over 25 years. The company's 360-degree feedback assessments and online goal-setting tools merge their expertise in psychology, technology and coaching to offer a complete behavior change system. We invite you to look around our website or contact us to learn more.