



Sales Talent DNA Report: Alicia Davies

This report reveals your unique sales talents and work approach, offering data-driven guidance to boost career success and workplace impact.

Based on your completion of the Natural Behavior Discovery Process

1. About your Unique Style: Community Builder

Alicia, your Unique Style Group is: **Community Builder**

A unique style refers to how you communicate, operate, make decisions, and interact with others. Understanding these styles is vital in improving your performance and relationships at work and beyond.

In the DNA Behavior framework, there are ten unique styles, which are Adapter, Community Builder, Engager, Facilitator, Influencer, Initiator, Reflective Thinker, Relationship Builder, Strategist, and Stylish Thinker.

Knowing your style helps you recognize others on your team who are similar or different, making it easier to collaborate and communicate effectively.

What is a Community Builder?

Community Builders excel at meeting people and promoting cooperation among groups of people. Their natural inclination is to help and support others to carry out an activity or transaction. They are attentive to both people and tasks, and influence others through empathy and supportiveness. Once convinced of a course of action, they will encourage others, operate diligently and collaborate to achieve the goal. They seek supportive relationships that are appreciative and empathic towards one another.

Top 2 Traits:

- Content
- Trusting

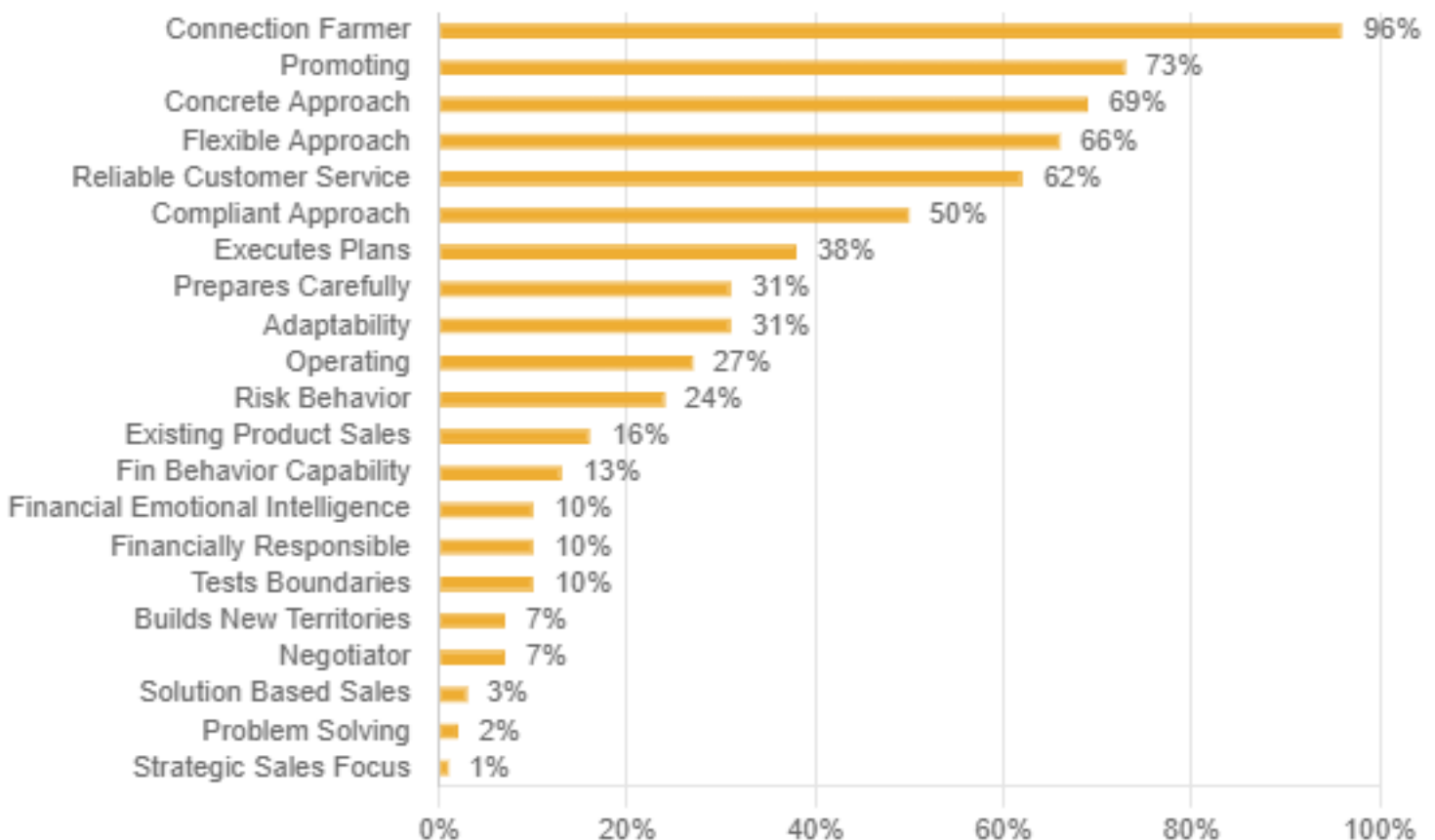
2. Sales Career Insights

Sales Career Insight refers to the application of DNA Behavior's insights to identify and align behavioral traits with roles in sales. This includes understanding which behavioral factors contribute to success in sales positions, such as relationship building, strategic focus, problem-solving, and risk behavior.

These insights help you understand where you are most likely to succeed based on your natural tendencies and behaviors. It's a part of the broader DNA Behavior insights that match you with the most suitable job roles according to your inherent behavioral traits.

The scoring of Sales Career Insights, is based on population percentages. This method compares an individual's behavior against the millions of other individuals who have previously completed the Natural Behavior Discovery Process, providing a percentile ranking. For example, if a score is given as 24 for a specific trait, it means that the individual shows less of that trait compared to most people, with 76 out of 100 people exhibiting a stronger presence of that trait.

Sales Career Insights



3. Hiring Insights

Talents

- Supportive and patient
- Being friendly
- Teaching people
- Communicating verbally
- Comfortable meeting people
- Delegating
- Listening
- Demonstrating enthusiasm
- Building consensus
- Solving problems

Roles

- Trainer or Teacher
- Trainer
- Counsellor
- Customer Support
- Community networker

Rewards

- Work tranquility
- Security
- Helping others
- Help society
- Public contact

Behavioral Based Questions for Hiring Managers

Content:

- Staying in a comfort zone usually means that a person and a business are unable to move into their full potential. Do you agree with this statement? Where would you position yourself in this statement?
- Tell me about a time when you took a chance and made a decision outside your comfort zone. How did that make you feel? What was the outcome of that decision?
- Describe how you would handle a situation if you were required to finish multiple tasks by the end of the day, and there was no conceivable way that you could finish them.
- How would you show initiative to go beyond everyday requirements? Give me an example of when you've done this. Was it appreciated?
- Describe your preferred workplace environment and the elements within it that would enable you to work to your optimum talents? Have you ever worked in such a place? Describe it?

Trusting:

- What do you see are the risks associated with being too trusting in a business and problem solving environment?
- How might others react if they were never trusted to undertake certain aspects of work? What impact might their reactions have on the overall success of the team?
- Why might being too cautious and suspicious when relating to others build resentment in them?
- How important do you think building trust with staff through delegating aspects of work to them is for their growth and for the development of team spirit?
- How important do you think trust is in a relationship? Would controlling all outcomes build trust with staff and colleagues?

4. Workplace Insights

Workplace Insights are derived from proprietary combinations of scores in the Natural Behavior Discovery Process used to describe how you will tend to behave in workplace situations and your approach to certain activities. These 12 insights are all based on population percentages. This means that if a participant were placed in a room with 99 other people, these scores would show how their behavior compares to that of others in the room. Higher scores indicate stronger behavior in a given area. For example, a score of 24 for the Desire to Make Decisions insight would indicate a lower desire than that of most people in the room; in fact, 76 people would have a stronger Desire to Make Decisions than the participant.

Workplace Insights

