

Sales Hierarchy of Needs



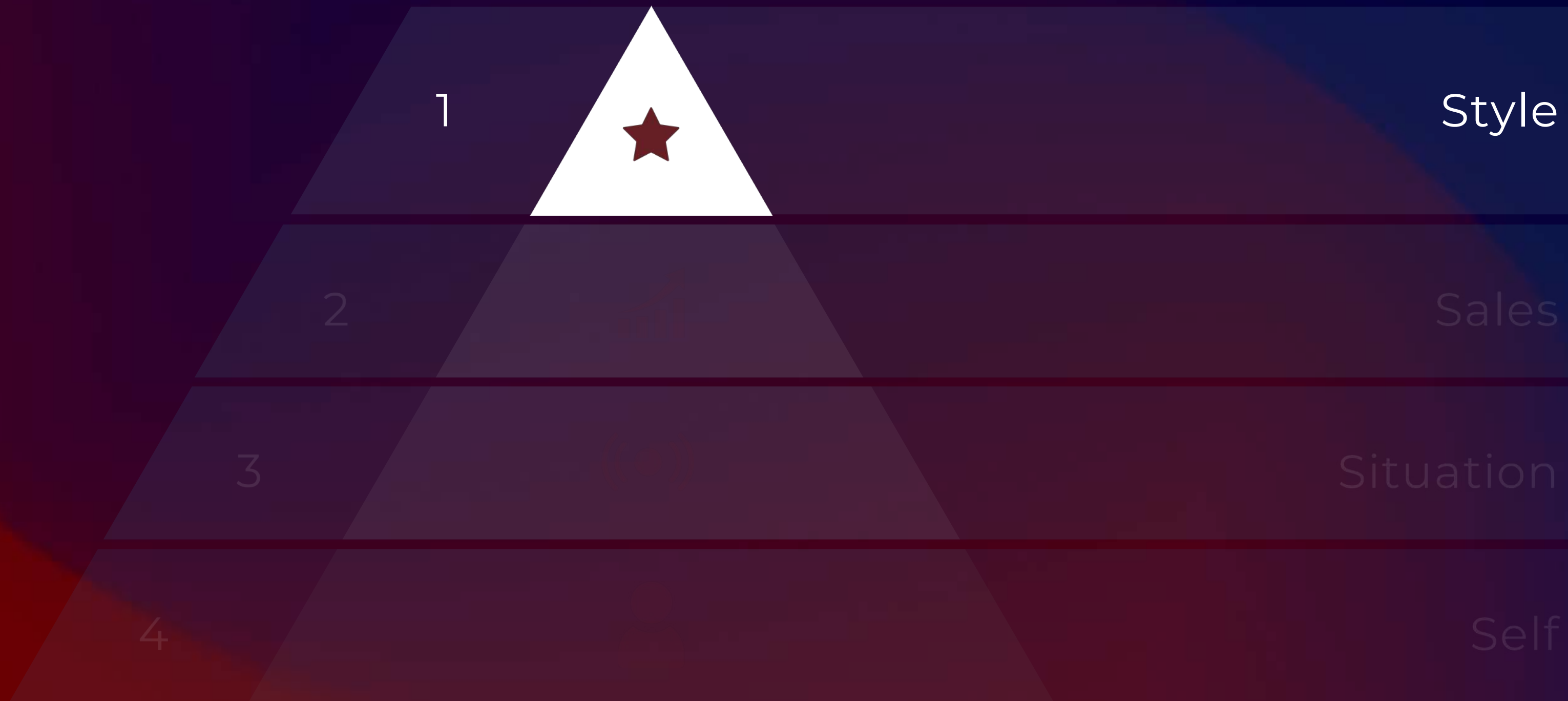
Sales Hierarchy of Needs

Level 3: Sales

- Prospecting
- Discovery
- Pipeline Management
- Deal Strategy
- Closing
- Negotiation
- Product Knowledge
- Presentation / Communication
- Time Management
- Follow-Up & Consistency



Sales Hierarchy of Needs



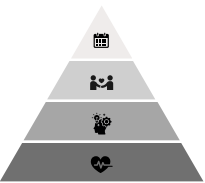
Sales Hierarchy of Needs

Level 4: Style

- Authenticity
- Freedom / Autonomy
- Confidence
- Curiosity
- Empathy
- Storytelling
- Communication Style
- Learning / Growth
- Giving Back / Contribution
- Resilience



SALES
SUCCESS
SUMMIT
— 2025 —



CATEGORY	DEFINITION	SCORE
-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>
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TOTAL SCORE:		<input type="checkbox"/>

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<input type="checkbox"/>	Style
<input type="checkbox"/>	Sales
<input type="checkbox"/>	Situation
<input type="checkbox"/>	Self
<input type="checkbox"/>	Total
