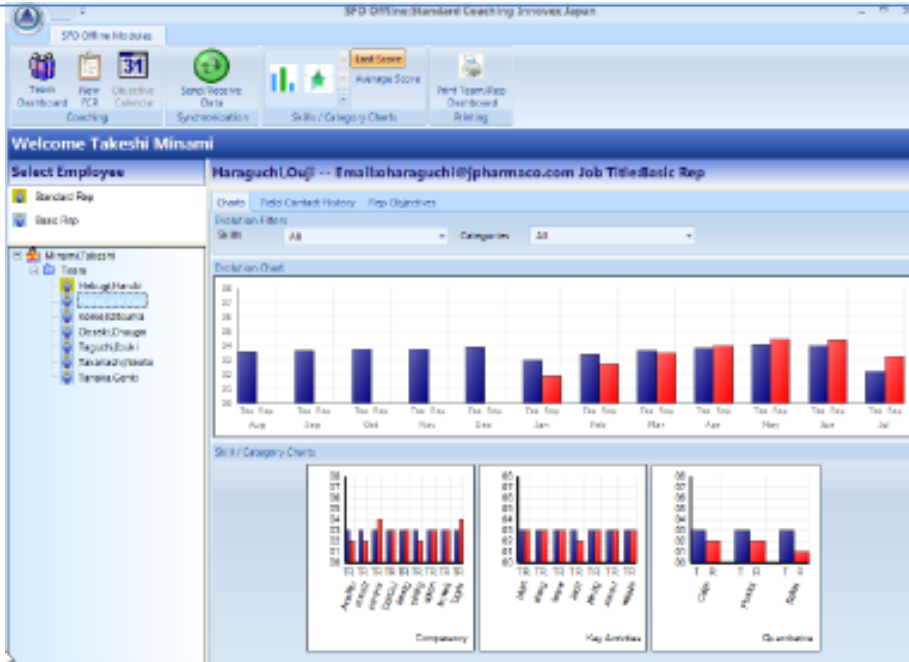
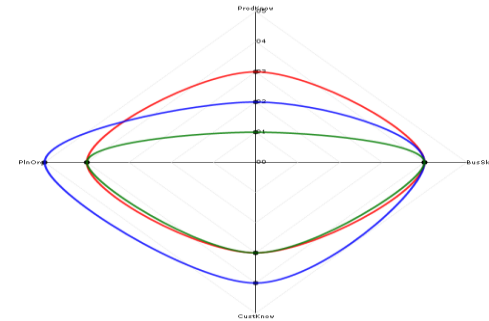


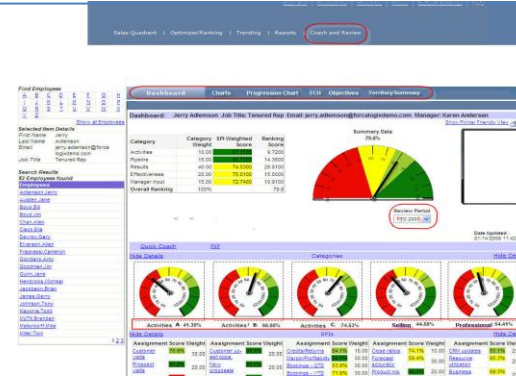
Team/individual status with monthly evolution



Individual progress per skill



Individual dashboard analysis



Individual on-line field coaching reports

Objective History	Observed Behaviors	Comments and Sign Off		
Skill	Category	Score	Set Score	New Objective
Professional	Business Skills		Set Score	New Objective
Behaviors	Able to monitor and evaluate sales results/data trends and identify business opportunities. Meets goals of 'Dashboard' Appropriate management of resources to facilitate a win-win scenario, resulting in a good return for the investment Demonstrates strong working relationships with high priority physicians Has working knowledge and understanding of the business necessary for effective performance. (Selling Strategy, Quality Selling Skills, Target groups and their potentials, Reach & Frequency etc) Is able to articulate an appropriate pull-through message based on knowledge of the physician's practice & formularies that affect her/him Knows the local plans and the current formulary status of promoted products Knows the physician's main formulary and dominant health plan			
Observation	Please choose a score			
Cancel	Cancel			
New Objective	Status	Due Date	Save	
			Save	
Skill	Category	Score	Set Score	New Objective

Team views per skill / behaviour

