

Gartner's Tools & Diagnostics

Created for the National Collegiate Sales Competition

Ways sales leaders can leverage diagnostic tools

Measure the maturity
of their sales org

Assess mastery of key
fundamental skills to
the CSO role

Gain insight into quota-
bearing sellers' **time
management**

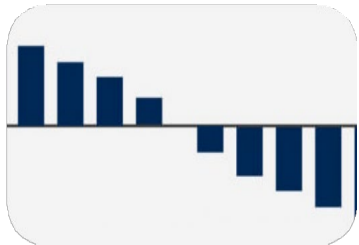
Pinpoint areas where
your sales force
struggles

Evaluate **manager
effectiveness** at
driving commercial
success among teams

Discover how **seller
performance affects
productivity**

Decision making tools

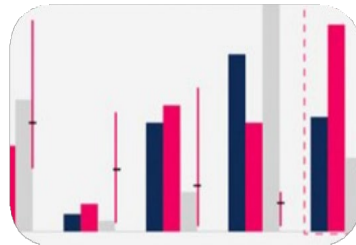
- Practical [tools and benchmarks](#) to turn strategy into action by helping accelerate key initiatives and drive better business outcomes.
- Gartner for Sales Leaders clients have access to peer benchmarking against data-backed metrics, customized reporting and segmentation, expert action planning to determine the best next steps, and ongoing access to retain a historical perspective and monitor trends with updated benchmarking.



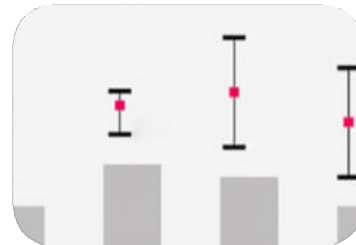
Sales Score



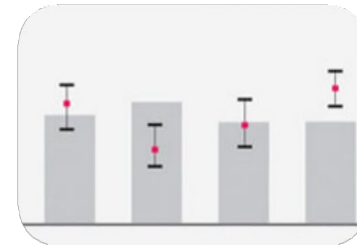
CSO Personal Effectiveness Diagnostic



Seller Time Spend Assessment



Seller Skill Assessment



Frontline Sales Manager Diagnostic



Comparative Seller Performance Diagnostic

Summary

- Tools and Diagnostics are an essential part of the overall picture to enhance the effectiveness of Gartner's Insights because it:
 - Informs decisions with data backing
 - Reduces risk when critical decision making
 - Helps leaders understand the effectiveness and productivity of their organizations today to strategize for the future