

# Some of the current issues facing HR Recruiters and Trainers

How to make PDRs really work?

How to provide relevant training and coaching?

How to create insightful competency frameworks for Business Winners?

Different people have different needs – how do I find them?

How to resolve problems and performance issues?

## Key Features

- ∅ RadianScore® is designed to complement Performance Reviews in a practical and objective way
- ∅ RadianScore® graphical reports clearly illustrate where coaching and training is needed
- ∅ Create your own competency framework based on the carefully researched objectives for each Phase of the Sales Cycle. You can customise the objectives if you like
- ∅ RadianScore® identifies individual and team performance. Easily recognised trends will identify success and problem areas
- ∅ Selling and Business Winning has for too long been seen as a 'black art'. RadianScore® provides a structured approach and objective analysis.



# RadianScore®

Business Winning Performance Management

for the **AppExchange**

salesforce.com®  
AppExchange Partner

the **AppExchange**  
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