



**Pre-hire and post-hire
Can be used for a Job Study**

Objective: An excellent tool for identifying people with the attributes for success in selling. By measuring factors such as competitiveness, persistence, energy, and sales drive, this assessment helps you build a more productive and stronger sales force.

Measures:

<u>Measures Key Qualities:</u>	<u>Predicts Critical Sales Behavior</u>
<ul style="list-style-type: none">• Competitiveness• Persistence• Self-reliance• Energy• Sales Drive	<ul style="list-style-type: none">• Prospecting• Closing Sales• Call Reluctance• Self-Starting• Teamwork• Building & Maintaining Relationships• Compensation Preferences

Used For:

- Job Study
- Building and developing a sales force
- Retention of top sales performers
- Exceptional profitability

Customizable: It can develop Job Match Patterns that can be customized by company, sales job, manager, geography, or any combination of the above factors.

Time to Take: 15 – 20 minutes, results sent immediately via email.

Reports:

- Individual Report for self-improvement programs.
- Management Report for selecting, training, and coaching.

Validation Study: 2000, 2001

Administration: Internet, Paper/pencil