Sales Skills Test (Business Profiles)

Carlos Pimentel

Start date: 2022-11-17 12:08:00 **Finish date:** 2022-11-17 12:10:34

Total Score:

Result:

The result obtained is in the middle range of the test, which reflects that the candidate has some knowledge, skills, and motivations characteristic of successful salespeople, but equally lacks others. This person may perform with some level of success in sales, but may need support and/or training before he/she can perform his duties well.

180/300

Total time: 2 Minutes 34 Seconds

Time on test page: 100%

Medium Sales Skills

Candidate info

ID: 208078

Name: Carlos Pimentel

Notes: -

Registered: 2022-06-14

Email: carlospimentel987@gmail.com

Test info

Name/ID: Sales Skills Test (Business Profiles) / 580

Description Test that measures three areas that characterize successful people in commercial areas: A selling personality, knowledge of sales concepts and tactics, and proper motivational factors.

In the personality area, we evaluate the characteristics that are often present in a successful salesperson, such as extraversion, ambition, and resilience. The knowledge evaluation validates that the candidate is familiar with terms and tactics frequently used in the sales area to confirm experience and exposure to sales work. Finally, the test assesses that the candidate is motivated by those factors that align with a sales job, such as achievement motivation and that their income is directly related to their results.

Difficulty Level: Medium

Instance info

Deadline: -

Time limit: 60 minutes

Type: TST

Process: Honestidad y valroes

Web Monitoring: No

Summary per Category

Description	Score (value)
Sales Personality	86/140
Sales Knowledge	50/100
Sales Motivation	44/60

Score > 66%
33% < Score < 66%
Score < 33%
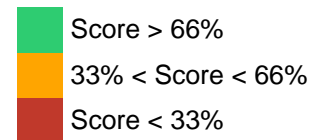
Summary per question

Description	Category	Difficulty Level	Score
1.- Who is easier to sell to?	SKN	Medium	10 of 10
2.- Cross-selling is:	SKN	Medium	10 of 10
3.- Which customer is most likely to buy a product?	SKN	Medium	10 of 10
4.- When making a presentation of a product during the sales process, the most important thing is to cla	SKN	Medium	0 of 10
5.- In a sale to a company, probably the most important thing is to prove that:	SKN	Medium	0 of 10
6.- A product is sold mainly because:	SKN	Medium	10 of 10

7.- It is important to know your BATNA (best alternative to a negotiated agreement) because:	SKN	Hard	0 of 10
8.- CRM is a system whose main function is:	SKN	Medium	0 of 10
9.- If during the negotiation the client makes a price objection, the best tactic to try first is:	SKN	Hard	0 of 10
10.- During a presentation, what is the best time to close a sale?	SKN	Medium	10 of 10
11.- People who know me consider me a hyperactive person.	SPR	NA	8 of 10
12.- At a social gathering, if I sit at a table with people who do not know each other, I am usually the	SPR	NA	2 of 10
13.- I do not like to spend much time alone.	SPR	NA	8 of 10
14.- You cannot trust other people.	SPR	NA	8 of 10
15.- Many people exaggerate and are too competitive.	SPR	NA	8 of 10
16.- When things go wrong, I tend to get discouraged.	SPR	NA	10 of 10
17.- Criticizing someone's work does more harm than good.	SPR	NA	2 of 10
18.- After being with many people for a long time, I feel tired.	SPR	NA	10 of 10
19.- Other people consider me charismatic.	SPR	NA	4 of 10
20.- People who do not feel bad when dealing with rejection are insensitive and tough.	SPR	NA	4 of 10
21.- I prefer an achievable goal with a moderate reward to a difficult goal with a large reward.	SPR	NA	6 of 10

22.- I prefer a job where the tasks to be performed are very detailed and everything is highly supervised	SPR	NA	8 of 10
23.- In general I tend to believe that things will always turn out well.	SPR	NA	2 of 10
24.- If my boss makes a decision that I think is wrong, I have no trouble telling him/her my opinion.	SPR	NA	6 of 10
25.- Other people consider me ambitious.	SMT	NA	4 of 10
26.- Helping others makes me feel very good.	SMT	NA	8 of 10
27.- Money is not important to me.	SMT	NA	10 of 10
28.- I prefer a hard labor where I have freedom of action.	SMT	NA	10 of 10
29.- I am one of those who prefer to leave things a little to chance.	SMT	NA	4 of 10
30.- I prefer to do things I already know how to do well, rather than learn new things.	SMT	NA	8 of 10