

Results for: **Good Entry Level Aggressive Sales** Date: 10/10/2012  
Client Company: Your Company  
Contact Person: Fletcher Wimbush  
Position: Entry Level Sales

**ACCURACY OF RESULTS:****Very Good**

Due to honesty and consistency in filling in the assessment.

This is not a positive in itself-it just means the results are more reliable than average.

**PERSONALITY FOR POSITION:****Good**

Any quadrant will work for this position so there are no ideal benchmarks.

**COMPETENCY:****Very Good**

Regardless of other competencies this person has good sales know how.

**ATTITUDE:****Borderline**

The sentence below describes what could happen when someone answers the questions like this person did. 4 Attitude Level. This and the competency questions indicate a less than borderline attitude.

Because the Ability to Apply is high, this has indicated in almost all cases that the person is a hard worker.

**Blame is high and may be a concern.**

**LANGUAGE MASTERY:****Good**

The word test indicates an above average ability to read.

**THE BEHAVIORAL TYPE:**

This person is an Expressive/Social. This person enjoys meeting and talking to people, socializing and is extroverted. S/he likes variety, coming up with ideas and being fashionable. S/he is concerned about presentation—not accuracy and not messing with the details. He or she may enjoy jobs that require verbal

**POSITIONS MOST SUITED FOR:**

Relationship Salesperson, Announcer, PR Person, Group Trainer.

Entry Level Salesperson.

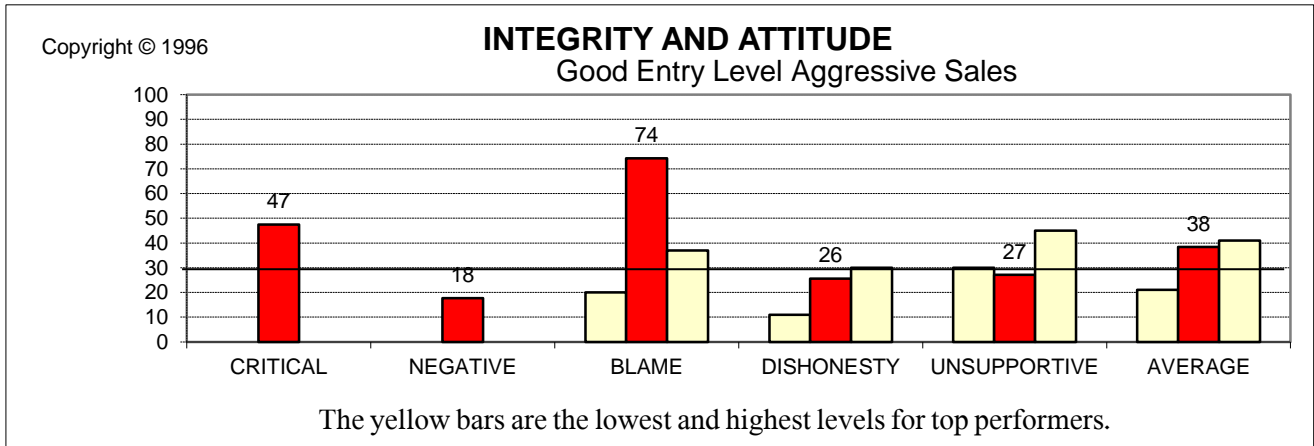
**% CHANCE OF A GOOD HIRE:****75**

Based on the Ability test results and four categories above.

(This % is based on the assumption the person has the right experience, training and interest for this position.)

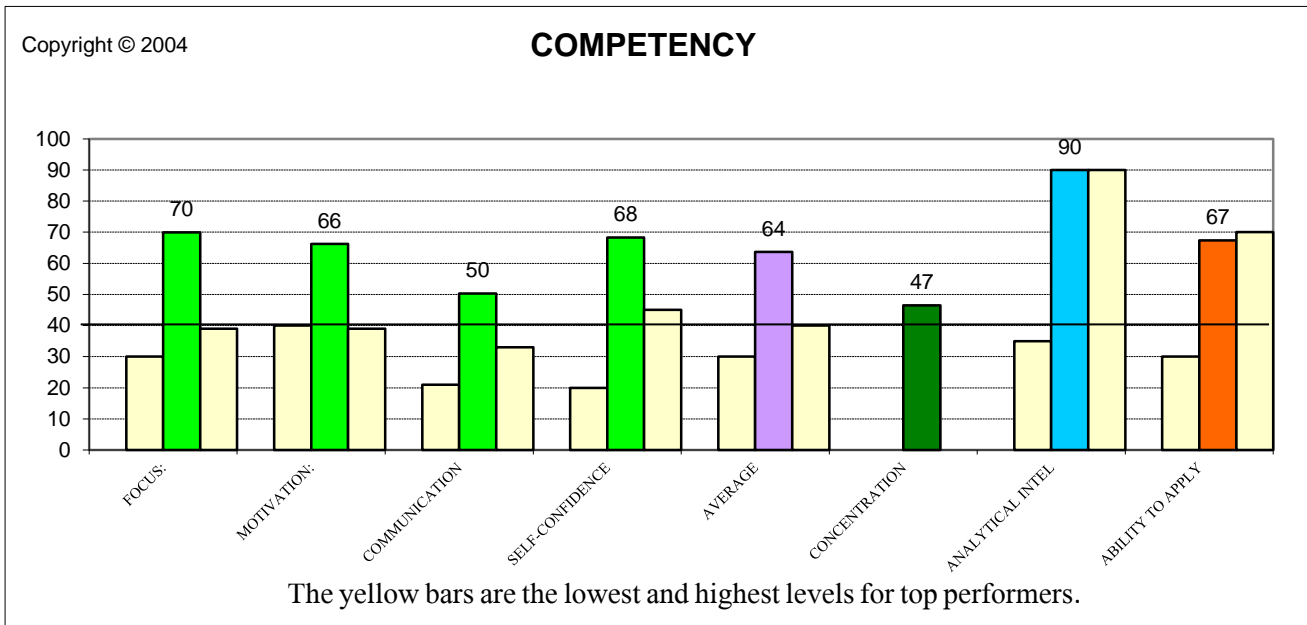
Based on all the pluses and minuses on both tests, I would risk hiring this person if interviews etc.

also look good.



The more below the 30 average the better the attitude. The higher above the 30 average the worse the attitude.

[Critical](#)      [Negative](#)      [Blame](#)      [Dishonesty](#)      [Unsupportive](#)      [Average](#)



[Focus](#)      [Motivation](#)      [Communication](#)      [Self Confidence](#)      [Average](#)      [Concentration](#)      [Analytical Intelligence](#)      [Ability to Apply](#)

The more above the 40 average the better the competence. Below the 40 average the worse competence.

Results for: **Good Entry Level Aggressive Sales**

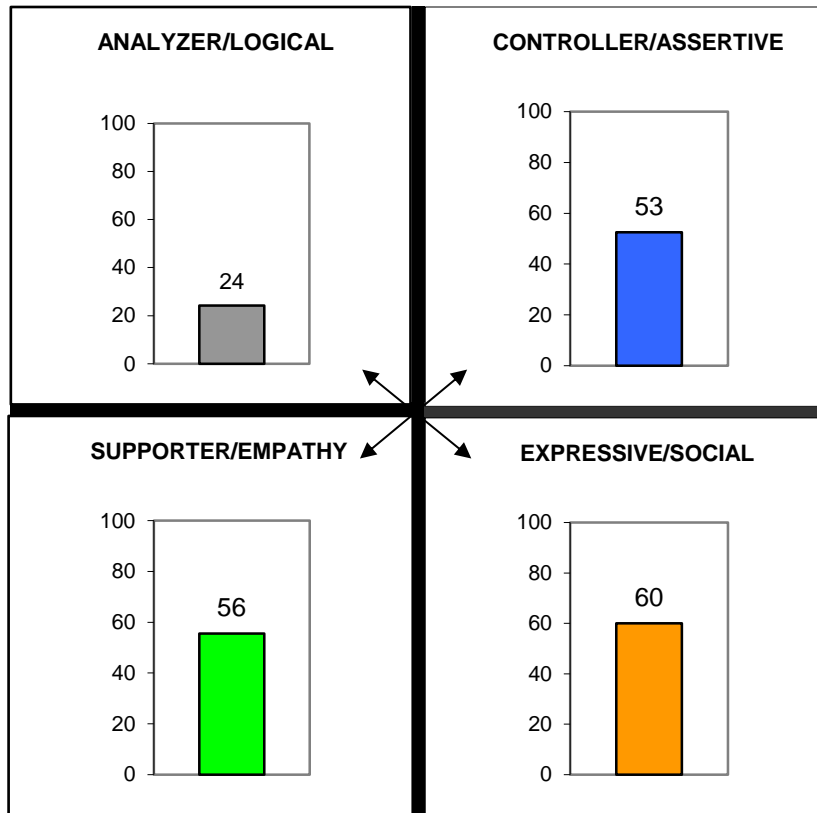
Date: 10/10/2012

## THE BEHAVIORAL QUADRANTS

THE PERSONALITY TYPE IS:  
**AN EXPRESSIVE/SOCIAL.**

Benchmark:

An entry level salesperson can be any quadrant. The level of cold calling or calling Calling Comfort depends on the need and level of cold calling required for the position.

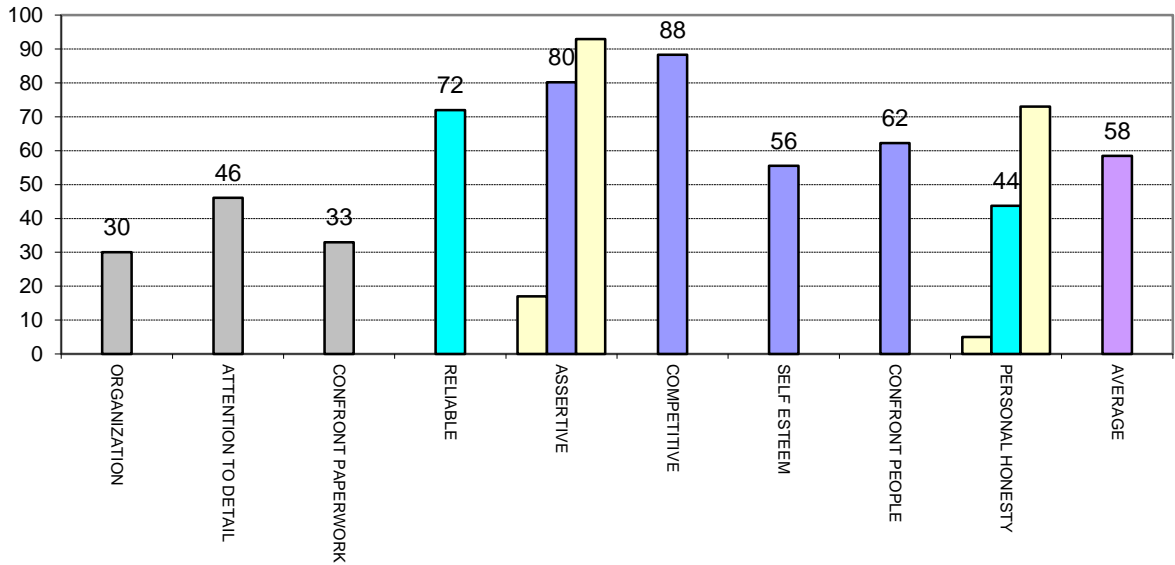


The dominant quadrant is determined by the most diagonal difference.

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### TOP QUADRANTS

Good Entry Level Aggressive Sales

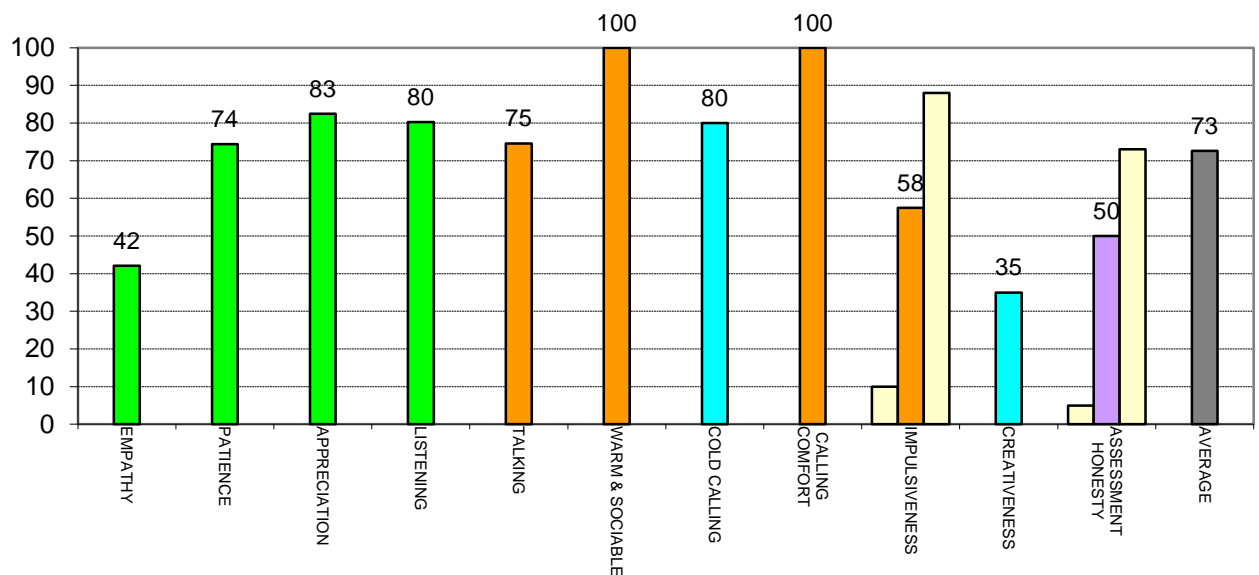


The yellow bars are the lowest and highest levels for top performers.

[Organization](#)   [Confront Paperwork](#)   [Assertive](#)   [Self Esteem](#)   [Personal Honesty](#)  
[Attention to Detail](#)   [Reliable](#)   [Competitive](#)   [Confront People](#)   [Average](#)

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### BOTTOM QUADRANTS



The yellow bars are the lowest and highest levels for top performers.

[Empathy](#)   [Appreciation](#)   [Talking](#)   [Cold Calling](#)   [Impulsiveness](#)   [Assessment Honesty](#)  
[Patience](#)   [Listening](#)   [Warm & Sociable](#)   [Calling Comfort](#)   [Creativeness](#)   [Average](#)

**Overall**

Results for: **Good Entry Level Aggressive Sales**

Date: 10/10/2012

CAUTION: The results of these assessments are designed as an aid or tool for interviewing. These results by themselves should not be used for pre-employment screening or other personnel decisions.

**LANGUAGE MASTERY**

The word test indicates an above average ability to read.

**CONSISTENCY:**

This person must have read and answered the questions very thoroughly.

**ATTITUDE:**

From a poor (3) to a borderline (5) level of attitude.

**COMPETENCY:**

From a very good (7) level to an Excellent (8) level of competence.

**BEHAVIORAL TYPE:**

AN EXPRESSIVE/SOCIAL.

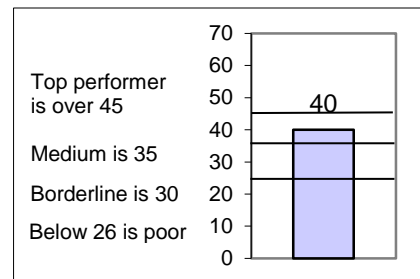
**POSITIONS MOST SUITED FOR:**

Relationship Salesperson, Announcer, PR Person, Group Trainer.  
Entry Level Salesperson.

**OVERALL RECOMMENDATION**

As an Entry Level Salesperson:

40



### INTEGRITY AND ATTITUDE

<u>CRITICAL:</u>	This applicant is too aware and focused on other's faults.
<u>NEGATIVE:</u>	This applicant has a mostly positive outlook on life.
<u>BLAME:</u>	This applicant tends to incorrectly assign many wrong causes to others for the negative effects the person feels, even though this person is responsible for them.
<u>DISHONEST:</u>	This applicant is borderline truthful about difficult situations.
<u>UNSUPPORT:</u>	This applicant would rather not support leadership or would rather follow his or her own agenda.
<u>AVERAGE:</u>	This person's attitude is a concern for this position.

### THE TEXT DESCRIPTIONS BELOW ARE TEXT BOOK DESCRIPTIONS OF PEOPLE LIKE THIS

#### ANALYZER/LOGICAL AS IT RELATES TO THIS PERSON

This person will be more interested in overviews than details descriptions. S/he will NOT be interested in being methodical. S/he would rather be spontaneous than want to organize things, be exact and be structured. See page 88 and 90 of the assessment manual for more explanation. This person will NOT want to do reports, administration, accounting, estimating, organizing or engineering work.

#### CONTROLLER/ASSERTIVE AS IT RELATES TO THIS PERSON

Although Controller/Assertive  
is NOT  
his or her main quadrant,  
s/he has strength in it.

#### EXPRESSIVE/SOCIAL AS IT RELATES TO THIS PERSON

*This person is an Expressive/Social. This person enjoys meeting and talking to people, socializing and is extroverted. S/he likes variety, coming up with ideas and being fashionable. S/he is concerned about presentation—not accuracy and not messing with the details. He or she may enjoy jobs that require verbal presentations, announcing, promoting, public relations work and sales.*

#### SUPPORTER/EMPATHY AS IT RELATES TO THIS PERSON

Although Supporter/Empathy  
is NOT  
his or her main quadrant,  
s/he has strength in it.

THE ABOVE DESCRIPTIONS ARE PARTLY A SUMMARY OF HOW THE PERSON ANSWERED THE QUESTIONS AND PARTLY FROM THE TYPICAL BEHAVIOR FOR HIS OR HER QUADRANT. THESE DESCRIPTIONS ARE FAR MORE LIKELY TO DESCRIBE THE PERSON'S TRUE FEELINGS AND BELIEFS THAN HIS OR HER OUTWARD PRESENTATION, WORDS AND ACTIONS.  
NOTE: THESE QUADRANTS WERE FIRST NOTED 2,400 YEARS AGO AND ARE WIDELY USED TODAY. EACH QUADRANT HAS PROS AND CONS--MATCHING THE JOB TO THE RIGHT QUADRANT IS THE KEY.