

**WIMBUSH-SL****SALES MANAGER**

Results for: **Good Sales Manager**  
Client Company: Your Company Name  
Contact Person: Fletcher Wimbush  
Position: SALES AND SERVICE MANAGER

Date: 9/27/2013

**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:****Ideal**

This person has the ideal personality quadrant for this position.

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

General competency looks very good.

**ATTITUDE:****Very Good**

The sentence below describes what could happen when someone answers the questions like this person did.  
7.5 Attitude Level. Clients will tell me the employees who filled in the assessment like this one have either a great attitude or a good one and 5% reported a poor attitude.

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

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

The word test indicates an above average ability to read.

**THE BEHAVIORAL TYPE:**

This person has Controller/Assertive behavior. S/he will tend to be interested in managing or persuading others, leading people and getting things done. This person will be results oriented. This person will speak up and state his or her opinions and will want to win at whatever he or she takes on.

This person would rather work in sales management or leadership roles managing other leaders.

**POSITIONS MOST SUITED FOR:**

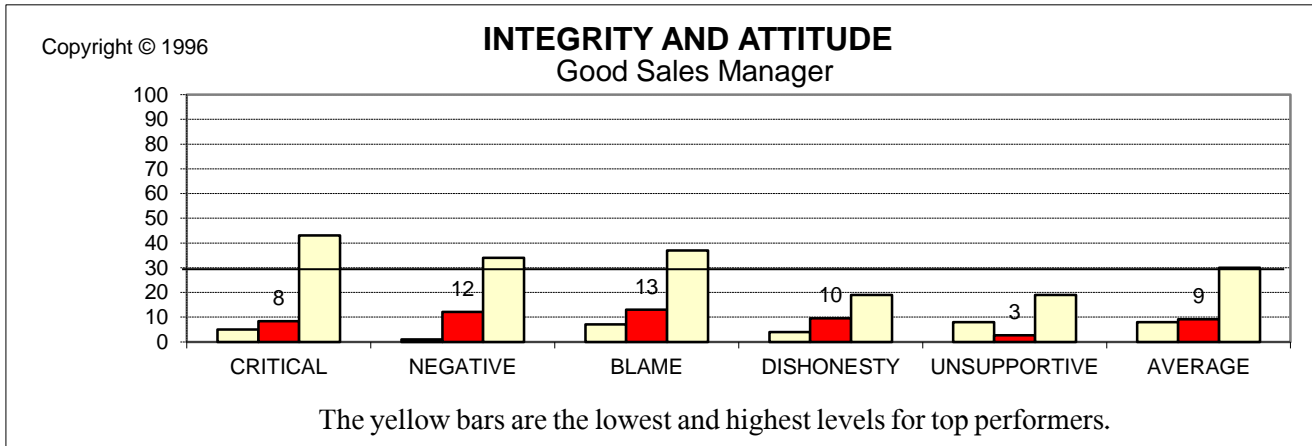
Persuasive Salesperson willing to cold call, Telemarketer.

**% CHANCE OF A GOOD HIRE:****90**

Based on the Ability test results and four categories above.

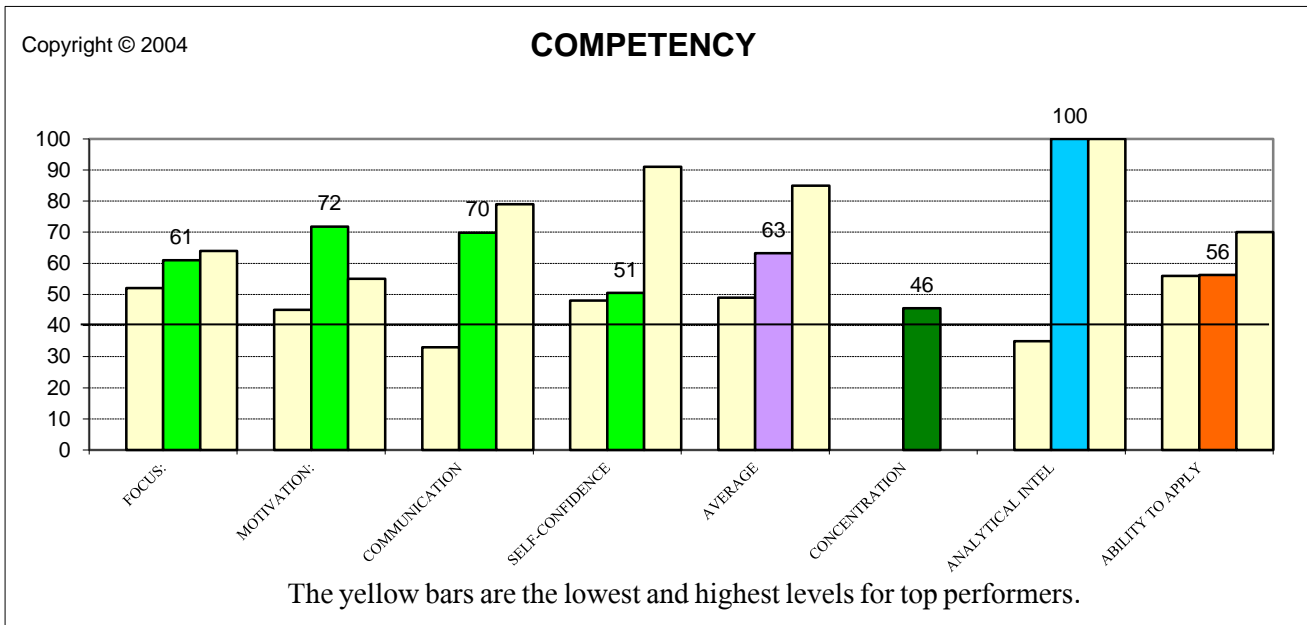
(This % is based on the assumption the person has the right experience, training and interest for this position.)

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 Sales Manager**

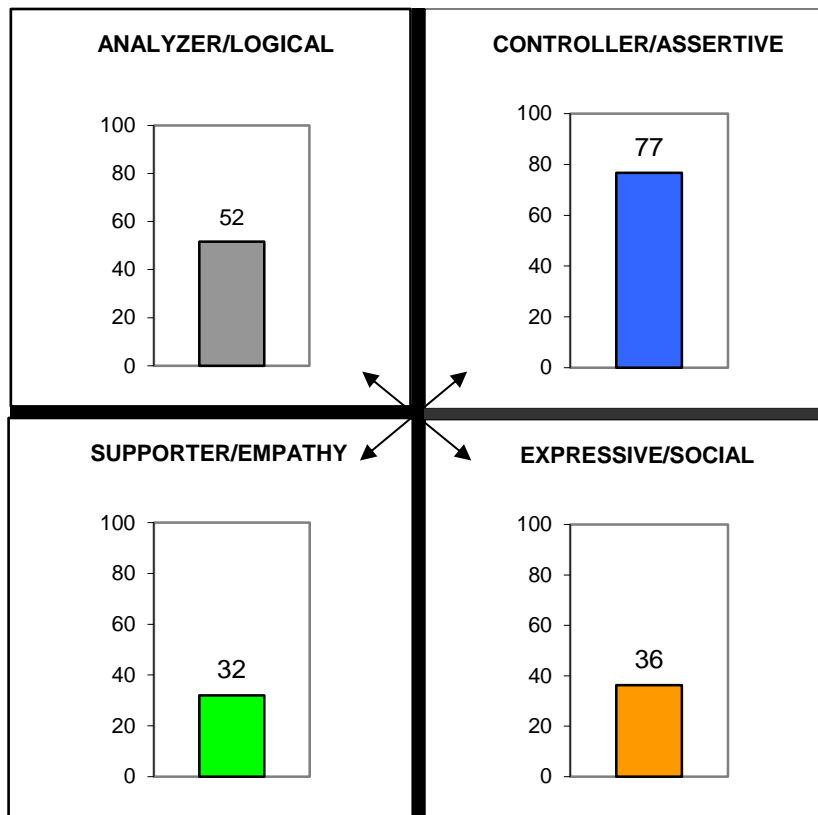
Date: 9/27/2013

## THE BEHAVIORAL QUADRANTS

THE PERSONALITY TYPE IS:  
**A CONTROLLER/ASSERTIVE.**

Benchmark:

A Sales Manager should be a Controller/Assertive as the primary quadrant and maybe leaning towards an Expressive/Social. Not more than half a quadrant from this ideal.

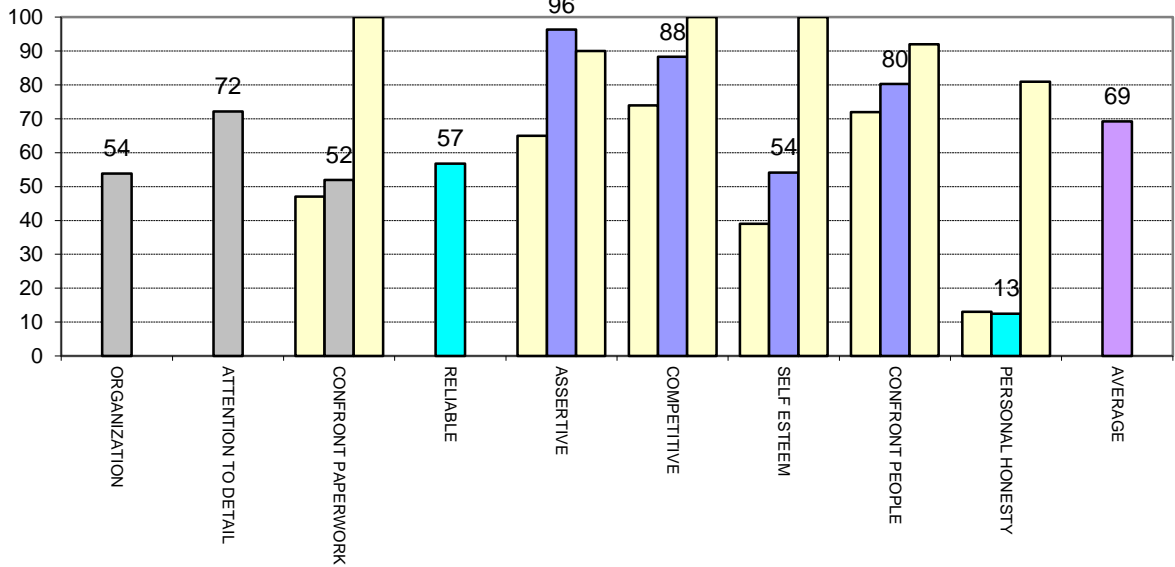


The dominant quadrant is determined by the most diagonal difference.

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### TOP QUADRANTS

#### Good Sales Manager

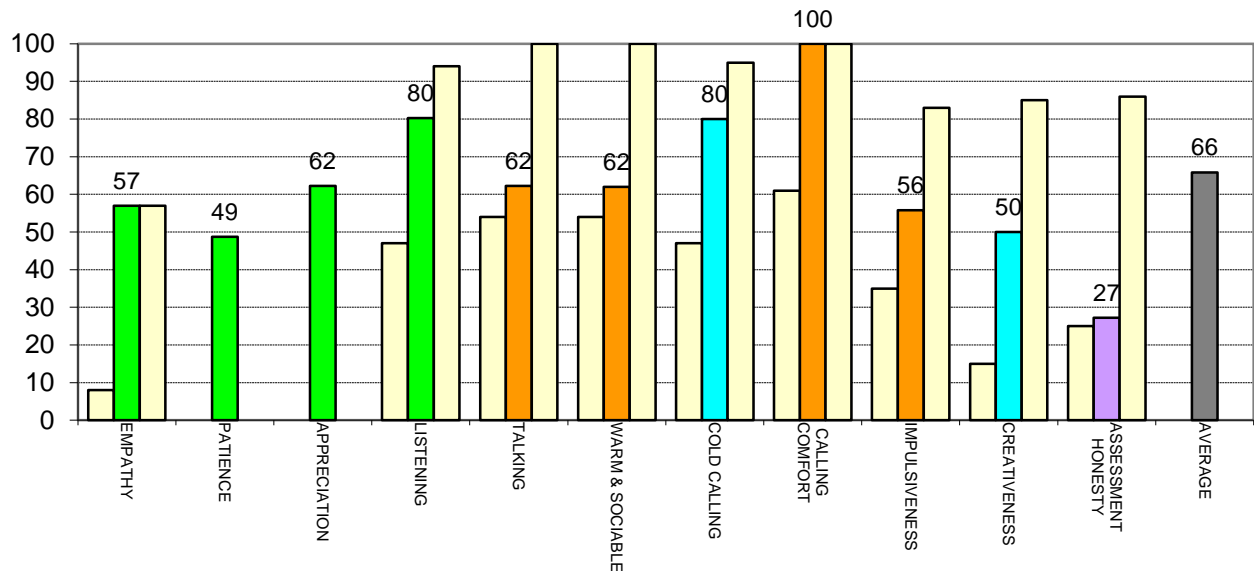


The yellow bars are the lowest and highest levels for top performers.

[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 Sales Manager**

Date: 9/27/2013

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 very good(7.0) to an excellent (8) highest level attitude.

**COMPETENCY:**

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

**BEHAVIORAL TYPE:**

A CONTROLLER/ASSERTIVE.

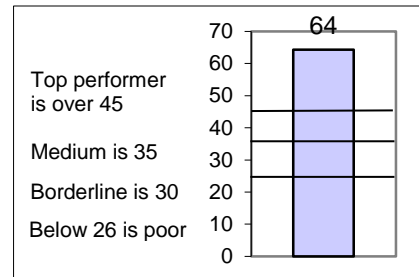
**POSITIONS MOST SUITED FOR:**

Persuasive Salesperson willing to cold call, Telemarketer.

**OVERALL RECOMMENDATION**

Persuasive Sales with cold calling duties:

64



### INTEGRITY AND ATTITUDE

CRITICAL: This applicant has a balanced view of other's faults.  
NEGATIVE: This applicant has a mostly positive outlook on life.  
BLAME: This applicant tends to take responsibility for his or her mistakes.

DISHONEST: This applicant is likely to be very honest.  
UNSUPPORT: This applicant will be very supportive of leadership.

AVERAGE: This person's attitude is highly likely to be good.

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

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

S/he will be more interested in overviews than detail descriptions. S/he may feel more comfortable being focused on immediate results than wanting to double check things, being thorough, being exact or being structured. See page 87 and 90 of the assessment manual.

This person would rather manage, supervise or lead people and get things done rapidly.

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

*This person has Controller/Assertive behavior. S/he will tend to be interested in managing or persuading others, leading people and getting things done. This person will be results oriented. This person will speak up and state his or her opinions and will want to win at whatever he or she takes on.*

*This person would rather work in sales management or leadership roles managing other leaders.*

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

S/he is less interested in building relationships than getting immediate results. S/he is more interested in managing or persuading others and getting things done than having fun. His or her greatest fear is losing control or failing to achieve goals. This person indicated a good degree of comfort in making cold sales calls which shows strength as a prospector for new business along with a willingness to close sales.

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

S/he is less concerned for the welfare of others than in managing or persuading people or getting rapid results. S/he is more concerned over failures to reach goals than fears of confrontations. Pleasing others or building relationships is less important than getting things done rapidly.

This person would rather NOT work in a people pleasing or care giving role.

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.