

COMP METRICA Sales Test



The **Sales Test** was developed to assess a candidate's ability to react appropriately to situations encountered in a sales context. This test is intended mainly to assess candidates applying for positions of salespeople, representatives, advisors in the financial field, or for any other positions in which sales are important. Each question includes a short scenario that may occur in a sales context.

Description

- This ability exercise contains eighty three (83) questions that are each composed of two (2) or four (4) multiple choice answers.
- The report touches upon four (4) competencies. Furthermore, additional information on the sales context favoured by the candidate completes the evaluation report.
- The Sales Test is best suited for staffing/assessment processes.

Conditions

Duration

- Two (2) hours

Correction Time

- Paper-Pencil Administration: Two (2) business days
- Web Administration: Instant Report

Targeted Clientele

Any organization that wishes to assess candidates for sales related positions in the financial field or for any other positions in which sales are important.

Competencies Assessed

Thinking Skills

6. Problem-solving

Entrepreneurship

58. Client-oriented
59. Results-oriented
60. Negotiation Skills



Sample Report

Sales Test

Candidate: John Smith
Evaluation date: 2011-01-10

Definition of the competencies evaluated

- **CLIENT-ORIENTED:** Aims to establish a long-term relationship with clients, to provide quality services that meet their needs, as well as maintaining a high level of satisfaction.
- **RESULTS-ORIENTED:** Puts in lots of efforts to reach set goals and considers the achievement of results as a main concern.
- **NEGOTIATION SKILLS:** Excellent knowledge of negotiation approaches and techniques used to reach agreements that are beneficial to all parties involved.
- **PROBLEM-SOLVING:** Identifies the problems, their possible solutions and determine the best strategies to solve them.

Results obtained

Excellent

Very good

Good

Weak

Poor

Absent

Result per competency

Client-oriented

INDICATORS

- 1 Identifies the customer. Evaluates to what extent client's needs.
- 2 Offers appropriate products. Evaluates to what extent recommendations, in order to meet the client's needs.
- 3 Establishes a positive attitude. Evaluates to what extent comfortable and positive.

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Additional information – Sales context

Please note that this section of the report is presented for informational purposes only and **the results of the skill assessment test will only be used for staffing purposes**. This information is presented in order for you to better understand the sales context privileged by the candidate.

CLIENTELE

TYPE OF CLIENTELE	<div style="border: 1px solid #003366; padding: 2px; margin-bottom: 5px;">A Changing</div> <div style="border: 1px solid #003366; padding: 2px;">B Stable</div>	<p>Type of privileged clientele</p> <p>The candidate prefers to interact with a stable clientele where a relationship of trust prevails. Transactions take place over a long period of time interspersed with several meetings or steps taken to conclude the sale. Knowing the clientele and their needs as well as establishing a long-lasting relationship can make the difference between success or failure.</p>
DURATION OF INTERACTIONS	<div style="border: 1px solid #003366; padding: 2px; margin-bottom: 5px;">A Short term</div> <div style="border: 1px solid #003366; padding: 2px;">B Long term</div>	

PRODUCTS

COMPLEXITY OF PRODUCTS	<div style="border: 1px solid #003366; padding: 2px; margin-bottom: 5px;">A Simple</div> <div style="border: 1px solid #003366; padding: 2px;">B Complex</div>	<p>Type of privileged products</p> <p>The candidate prefers selling products and services that require many technical knowledge. These products are complex for clients to use and understand. The involvement of several parties is sometimes needed. The products and services sold have an impact on people's quality of life or on an organization but require a large disburse of cash.</p>
IMPACT ON THE CLIENTELE	<div style="border: 1px solid #003366; padding: 2px; margin-bottom: 5px;">A Minor impact</div> <div style="border: 1px solid #003366; padding: 2px;">B Major impact</div>	
MONETARY VALUE OF PRODUCT	<div style="border: 1px solid #003366; padding: 2px; margin-bottom: 5px;">A Less costly</div> <div style="border: 1px solid #003366; padding: 2px;">B Costly</div>	

