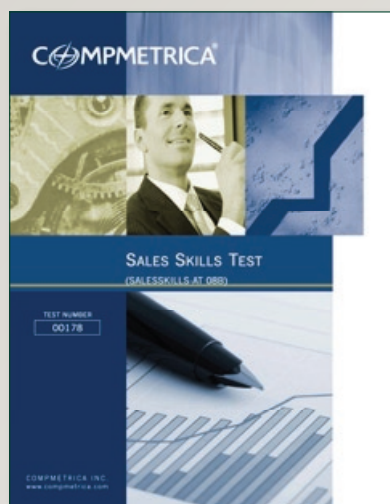


# COMP METRICA Sales Skills Test



In today's globally competitive markets, organizations have become ever more dependant on finding effective sales representatives that possess the right combination of skills and competencies to remain ahead of the competition. The **Sales Skills Test** (SALESKILLS-AT) is designed to assess a variety of competencies commonly found within a sales environment.

## Description

- This exercise contains 100 questions that are each related to a series of statements.
- The report touches upon fourteen (14) competencies, but clients can select and personalize the exercise to the specific skills that best relate and suit their organizational needs.
- The **Sales Skills Test** is best suited for staffing/assessment processes.

## Targeted Clientele

Organizations that wish to assess candidates applying for a sales related position.

## Conditions

### Duration

- Sixty (60) minutes

### Correction Time

- Paper-Pencil Administration: 2 business days
- Web Administration: Instant report

(Can vary according to special arrangements and fees, negotiated in accordance to the amount of copies to correct, the client's needs, and the availability of Compmetrica's correction services).

## Competencies Assessed

### Thinking Skills

- 6. Problem-solving
- 7. Decision-making/Judgment

### Communications

- 12. Ability to Transmit Information

### Interpersonal Relationships

- 14. Interpersonal Communications

### Leadership Skills

- 23. Persuasion

### Technical and Professional

- 31. Thoroughness

### Personal Qualities

- 32. Autonomy
- 34. Self-confidence
- 42. Action-oriented
- 43. Perseverance

### Entrepreneurship

- 54. Business Acumen
- 58. Client-oriented
- 59. Results-oriented
- 60. Negotiation Skills



# Type of Report

