



## Wimbush Sales Ability Test Result

RESULTS FOR: **Sample Candidate**

Date: 2/21/2019

Contact Person: Sample Contact

Position: Sample Position

Researcher's Comments: Please feel welcome to call anytime with questions. (833) 332-8378

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### **Excellent with People, Excellent with Sales, and Excellent Logic.**

My comments will be included in the Aptitude test results.

### **Minutes to do the test:**

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44

### **Position Benchmarks: GOOD SALES MANAGER**

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DEFINITION:

SALES MANAGER: High level position managing salespeople of all types to produce at maximum production levels and personally willing and able to sell and close effectively as well.

### **TESTING PROFILE:**

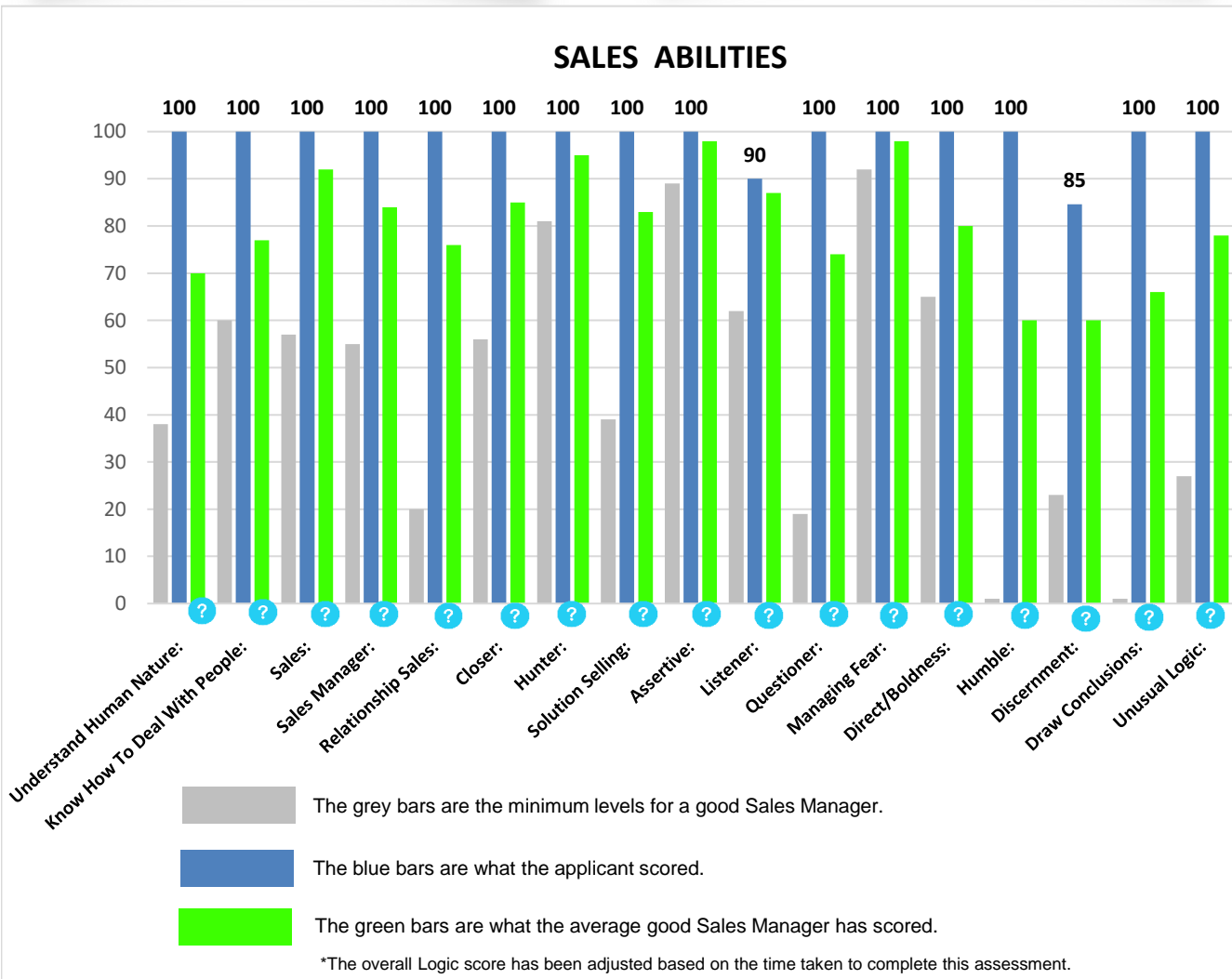
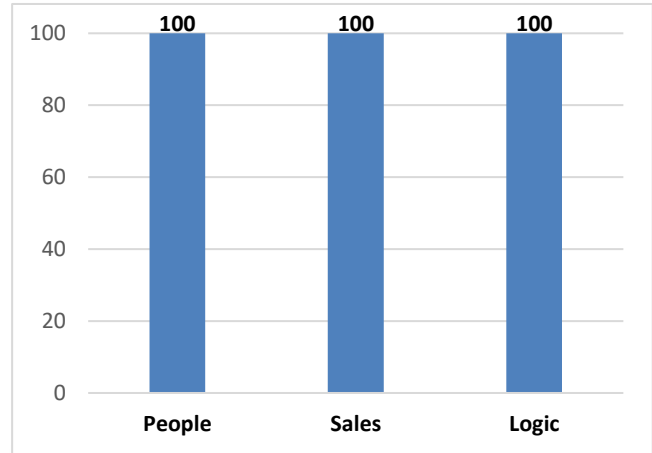
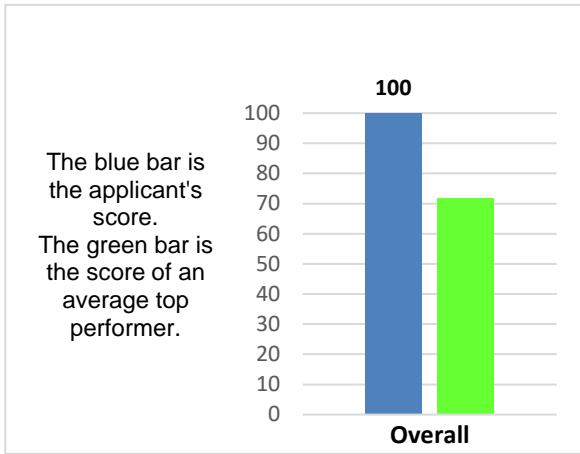
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Sales managers almost always score very highly on Honesty, Sales know how, Assertive, Managing Fear and Hunter Know How. Overall scores will be in the 70s or higher.



**SALES ABILITY CHARTS**

Sample Candidate





## SALES ABILITY Traits and Descriptions

Sample Candidate

**Honesty:** 110

Good Sales Mgr.: Only 22% got as low as 60 on Honesty, the rest got over 99.

**Attitude:** 41

The Honesty and Attitude sections are measured secondarily on the Ability test with situational questions. If an Aptitude test was used, refer to the Attitude section for complete results.

**People Person/Logical Person Balance:**

This person is better suited to people handling positions than doing analytical problem solving.

**Understanding Human Nature:**

?

Understanding how people will behave, or are, in given situations is excellent.

**Knowing How To Deal With People:**

?

Knowing how to deal with people in given situations is excellent.

**General Sales Ability:**

?

This person has excellent general sales knowledge.

**Sales Manager Strength:**

?

An excellent understanding of aggressive sales, sales mgr. communication and supervision.

**Relationship Sales Strength:**

?

An excellent understanding of sensitivity, rel. sales communication and rel. sales listening.

**Closer Strength:**

?

An excellent savvy of persistence, closer bravery and closer reading people.

**Hunter (New Business) Strength:**

?

An excellent understanding of cold call know how, cold call bravery and hunter reading people.

**Solution Selling:**

?

An excellent understanding of speaking up and solution sales questioning but very poor solution sales listening.

**Assertive:**

?

An excellent understanding of assertive interrupting boldness and assertive speaking up strongly.

**Listener (Only 6 indirect questions.):**

?

Strong beliefs in being a very good listener.

**Questioner (Only 4 questions.):**

?

This person very strongly believes in asking questions.

**Managing Fear:**

?

An excellent understanding of interrupting boldness and being confident.

**Direct/Boldness:**

?

An excellent understanding of confronting, aggressiveness and boldness.

**Humble :**

?

This person is very modest, willing to admit mistakes and has a competent idea of one's limitations.

**Discernment:**

?

This person is excellent at seeing the subtle differences between one thing and a similar group of things.

**Draw Conclusions (Only 2 questions for this trait.):**

?

This person is very good at being able to deduct one piece of information from another group of information.

**Unusual Logic :**

?

This person has an excellent ability to step outside the box and see simple solutions to logic problems.



## HOW THE APPLICANT ANSWERED THE SALES QUESTIONS

Sample Candidate

### HOW THE CANDIDATE ANSWERED THE SALES CLOSING QUESTIONS: ?

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**When the prospect 'wants to think about it', s/he persists with intelligent questions.**

(If the prospect says, 'I want to think about it.' good salespeople will persist with intelligent questions.)

**S/he wants to close the deal when the prospect does, even in the middle of a presentation.**

(Good salespeople know that more talking after the person wants to buy can undo a sale.)

**Asks if it is OK to come back to the 'too expensive' concern and focuses on the benefits of the service.**

(Good salespeople ask if it is OK to come back to the 'too expensive' concern and focus on the benefits.)

### HOW THE CANDIDATE ANSWERED THE SALES MARKETING QUESTIONS: ?

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**S/he believes in the value of asking good questions and actively listening during the selling process.**

(Top salespeople believe it is more powerful to ask good questions than to talk and explain.)

**S/he thinks the best approach to sales is being brave enough to try new approaches.**

(Good salespeople think the best approach to sales is being brave enough to try new approaches.)

**Believes asking for the business regardless of rejection.**

(Asking those to do business regardless of rejection will improve the marketing effort.)

**S/he believes the prospect's emotional wants are the most important.**

(The prospect's personal and emotional wants are the biggest driver behind almost any sale.)

**S/he believes to get started you should try several approaches even if a little unprepared.**

(Most good salespeople will say to this last question, "S/he believes to get started you should try several approaches even if a little unprepared".)

**S/he believes the best way to get new business is to focus on volume and quality of calls.**

(Those good at cold calling believe it is a numbers game and a quality game.)

**S/he believes it is alright to approach people senior in rank even if a little unacceptable.**

(Good salespeople are brave and will approach people even if a little unacceptable.)