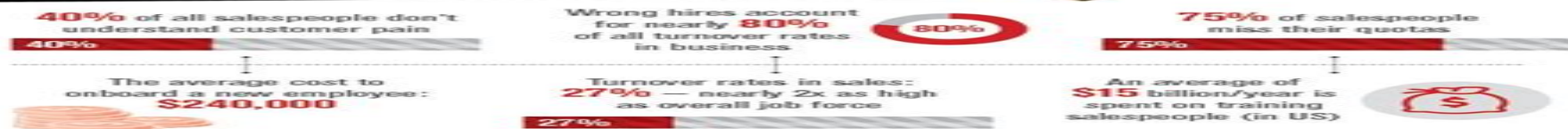


ULTIMATE GUIDE TO Sales Aptitude Tests



What Is a Sales Aptitude Test?

“ Tool to help you objectively identify and hire salespeople with the greatest potential for long-term sales success ”



Why Use a Sales Aptitude Test?

SAVES YOU TIME & MONEY	HELPS INCREASE SALES	INCREASES YOUR POWER AS AN INTERVIEWER
<ul style="list-style-type: none"> Helps you hire faster & more efficiently Avoid costs of hiring wrong person (~\$340,000) Reduces turnover 	<ul style="list-style-type: none"> Sales team is now full of high-potential salespeople More time to mentor & train high-Drive salespeople Sales team success/failure can be contagious 	<ul style="list-style-type: none"> Given specific behavioral interview questions to ask each candidate based on results These questions dig deeper allowing you to reveal the candidate's true intentions

How Do I Choose a Sales Aptitude Test?

LOOK FOR A SALES APTITUDE TEST THAT:

- Assesses
 - Non-teachable traits
 - Important teachable sales skills like:
- Produces additional value beyond the results like:
 - Consultations
 - Interview questions based on assessment results
 - Guidelines for effectively managing your sales team post-hire
- Designed only for sales roles and scientifically validated based on performance metrics

NEED FOR ACHIEVEMENT

COMPETITIVENESS

OPTIMISM

PERSUASIVENESS

CONFIDENCE

RELATIONSHIP SKILLS

What Makes The DriveTest® Different From Other Sales Tests?

- ONLY SALES APTITUDE TEST ALLOWS YOU TO SPECIFICALLY DETERMINE WHETHER YOUR SALES CANDIDATES HAVE DRIVE**

 - Drive – the core trait shared by high-performing salespeople & essential for long-term success
 - DRIVE CONSISTS OF 3 NON-TEACHABLE TRAITS:

Need for Achievement
Wants to do well for the sake of doing well

Competitiveness
Loves to compete with colleagues and prospects

Optimism
Doesn't take rejection personally and knows that each "no" gets him closer to a "yes"
- SCIENTIFICALLY-BACKED: LEVERAGES 80+ YEARS OF RESEARCH IN PERSONALITY TRAITS OF HIGH-PERFORMING SALESPEOPLE**
- USES FORCED-CHOICE QUESTIONS**

 - No clear indication of right/wrong answer
 - Salespeople must choose best fit for them
- TIME EFFICIENT**

 - Just 42 questions
 - Approximately 20 minutes to complete
 - Get results immediately
- USED WORLDWIDE BY COMPANIES IN VIRTUALLY EVERY SECTOR**
- THE SALESDRIVE DIFFERENCE**

 - Detailed reports
 - FOR NEW CANDIDATES – DISCOVER WHETHER THEY'RE A NATURAL BORN SELLER
 - FOR CURRENT SALESPEOPLE – GATHER TRAINING AND MENTORING SUGGESTIONS TO GET THE MOST OUT OF EACH SALESPERSON
 - Consultation with Dr. Croser – additional insight on candidates' test results
 - Designed & validated for salespeople only
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Wenbin Ji



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Ask The Sales Coach-Practical Answers to the Questions Sales People Ask Most Susan A. Enns,2019-02-20 Contrary to the popular belief sales people don't rely on the gift of the gab to be successful. Actually the opposite is true. The best sales professionals spend far more time asking and listening than they do talking and selling. They ask questions of their customers, they ask questions of their colleagues and they ask questions of their managers. If Oxford defines curiosity as the strong desire to know or learn something, then by that definition sales people are curious by nature. In fact that's how sales professionals learn to be professional in the first place. This is a collection of practical answers to questions sales people ask most. Written by Susan A. Enns, a professional sales coach with a proven track record of sales excellence over her 30 plus year career. Her accomplishments include consecutively being the top sales rep in Canada, managing the top sales branch and achieving outstanding sales growth in a national channel sales organization. She has written several books about sales and sales management and has created numerous automated sales tools. Her work has been published in several locations numerous times and has sold on five separate continents. As such over the years Susan has been asked many questions by many sales people. After a while she saw that sales people, regardless of their experience, the products they sell, the industries in which they operate or the countries where they sell, all share similar curiosities. In other words, although the wording may be different, when asked in an email or when asked in person, sales people all ask the same questions, the most common of which are answered in this ebook. As the old saying goes, the only stupid questions are the ones unasked. As a sales professional, you should never be afraid to ask the Sales Coach, because you will learn so much from the answers. Susan really knows the selling world. She's honest, articulate, bright, giving, highly competent, personable, and a top professional. Welcome her. It's the right thing to do. Our company hired Susan as our sales coach. She has helped me make more appointments, close more deals, and make more money. The 3 most important concepts in sales I would recommend any sales force hire her to help boost business sales. Susan understands the sales process intimately and is able to create a management process around it that drives sales people to accomplish their goals. Susan knows her stuff. She brings many years of great sales experience and success to anyone who wished to improve their skills in sales. She is very personable and is not afraid to tell it like it is. I would recommend anyone and I have to Susan, her website, her books, if you want to become a better sales person. Thanks for the training. I made my quota this year in May.

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Discusses All The Key Concepts Related To Sales It Explicitly Lays Down The Objectives Of Sales Management Achievement Of Sufficient Sales Volumes Contribution To Desirable Profits And Ensuring Continuous Growth For The Company And Its Functions Sales Planning Organising The Sales Effort Coordination With Other Departments Appointing And Training Sales Personnel Motivating Sales Persons Achieving Sales Targets Administration And Control To Name But A Few The Role Of A Modern Day Sales Manager Has Been Exclusively Presented In Detail With A View To Make The Students Highly Competent In Handling The Real Time Marketing Situations The Other Important Concepts Of Sales Which Have Been Analytically Studied In The Present Book Include Marketing Policies On Sales Market Demand And Sales Forecasting Recruitment And Selection Of Sales Persons Sales Training Programmes Performance Evaluation Sales Budget Sales Territories Sales Control And Analysis And Many Others A Practical Approach To Each Topic Well Illustrated With Rich Examples From The Indian Sales Environment Makes The Book Easily Accessible To The Average Readers A Glossary Of Sales And Selling Terms Given In The Appendix Of The Book Is An Added Advantage Provided To The Readers Which Would Facilitate Them In Understanding Of The Subject In Addition Practical Case Studies And Analytical Questions As Well As Sales Quiz Provided At The End Of Each Chapter Would Help The Students Of Management In Self Study And Self Assessment The Book Would Be Highly Useful To The Corporate Executives And Entrepreneurs Besides The Students And Teachers Of The Subject

Sales Force Management Joseph F. Hair, Jr., Rolph Anderson, Rajiv Mehta, Barry Babin, 2020-09-16 The second edition of Sales Force Management prepares students for professional success in the field Focused on the areas of customer loyalty customer relationship management and sales technology this practical resource integrates selling and sales management while highlighting the importance of teamwork in any sales and marketing organization The text presents core concepts using a comprehensive pedagogical framework featuring real world case studies illustrative examples and innovative exercises designed to facilitate a deeper understanding of sales management challenges and to develop stronger sales management skills Supported with a variety of essential ancillary resources for instructors and students Sales Force Management 2nd Edition includes digital multimedia PowerPoints for each chapter equipped with voice over recordings ideal for both distance and in person learning Additional assets include the instructor s manual computerized and printable test banks and a student companion site filled with glossaries flash cards crossword puzzles for reviewing key terms and more Integrating theoretical analytical and pragmatic approaches to sales management the text offers balanced coverage of a diverse range of sales concepts issues and activities This fully updated edition addresses the responsibilities central to managing sales people across multiple channels and through a variety of methods Organized into four parts the text provides an overview of personal selling and sales management discusses planning organizing and developing the sales force examines managing and directing sales force activities and explains effective methods for controlling and evaluating sales force performance

Sales Management Earl D. Honeycutt, John B. Ford, Antonis C. Simintiras, 2003 Designed to prepare upper level

undergraduate and graduate business students for work in the exciting field of global sales management this text focuses upon the managerial and cross cultural aspects necessary for leading the global sales force The Sales Manager's Handbook Dartnell Corporation,1965 *MAT 2024 : Management Aptitude Test Prep Book | MBA Entrance Exam | 1800+ Solved MCQs with Solution (10 Mock Tests + 10 Sectional Tests) with Free Access to Online Tests* EduGorilla Prep Experts,2022-08-03 Best Selling Book for Management Aptitude Test MAT with objective type questions as per the latest syllabus given by the All India Management Association AIMA Compare your performance with other students using Smart Answer Sheets in EduGorilla s Management Aptitude Test MAT Practice Kit Management Aptitude Test MAT Preparation Kit comes with 23 Tests 8 Mock Tests 15 Sectional Tests with the best quality content Increase your chances of selection by 14X Management Aptitude Test MAT Prep Kit comes with well structured and 100% detailed solutions for all the questions Clear exam with good grades using thoroughly Researched Content by experts *Strategic People Solutions - Assess Center* River Forest,2018-12-17 STRATEGIC PEOPLE SOLUTIONS from Assess Center focuses on delivering Assessment Solutions customized to Business Owner managed entrepreneurial organizations Solution 01 Talent Assessments Talent Management and Engagement Solution 02 Recruitment Assessments Effective Hiring Strategies Solution 03 Competency Assessments Competency Mapping and Capability Building Solution 04 Culture Assessments Alignment Assimilation and Institutionalization Solution 05 Career and Succession Assessments Leadership Pipeline Solution 06 Performance Assessments Scorecard Based Performance Metrics **The Best of No B.S.** Dan S. Kennedy,2022-09-06 The ultimate Dan Kennedy collection Millionaire maker Dan S Kennedy has told it like it is for over 30 years If you re not focusing on converting social media traffic into sales you might as well set your money on fire Now this ultimate collection of Kennedy s best sales and marketing wisdom from 12 of his best selling titles showcases the top content from the legendary millionaire maker himself Kennedy teaches business owners the customer getting sales boosting classic marketing strategies you need so you can stop accepting non monetizable likes and shares and start making the marketing moves that really count Inside you will learn The most powerful marketing tactics no matter what business you re in How to get riches with niches and become a magnet to your customers The monetizing magic of crafting effective communication The 1 way to prevent wasted marketing dollars 5 ways to grow your list for FREE before spending a dime on advertising How to turn passive content into an active conversion tool Create raving fans who introduce you to their networks Discover the principles behind successful marketing campaigns and start making dollars and cents out of your social media strategy *KVS PGT Commerce Book - Business Studies Volume 3 [Finance , HRM and Marketing] 2025 Edition* Dheeraj Kumar Singh, Sales Force Management Gregory Rich,Rhett Epler,2024-09-25 Formerly published by Chicago Business Press now published by Sage Sales Force Management is a comprehensive guide to leading sales teams in today s dynamic business landscape offering practical insights strategies and tools to navigate the challenges of modern sales management effectively The Second Edition

also delves into how technology such as artificial intelligence is reshaping sales force operations in the post pandemic era

Making Sense of Dental Practice Management Raj Rattan, Kevin Lewis, 2017-09-29 Managing a dental practice has become increasingly complex in recent years after changes within both the National Health Service and the private sector Modern dental practice requires that dentists meet demanding business and management challenges as well as employing their clinical expertise However most dentists receive little or no formal training in practice management In this book established management principles are applied specifically to dentistry It shows how to best serve the interests of patients by effective management of staff finances premises and resources It assumes no prior knowledge is concise and offers clear practical advice It is the definitive guide for dentists vocational trainees dental students practice managers and administrators and a useful reference for those undertaking the DGD and MGDS examinations [Marketing](#) Joel R. Evans, Barry Berman, 2014-01-10 Marketing in the 21st Century is not just a catchphrase It signifies the authors focus on both the traditional and emerging marketing concepts that are essential for the future success of any organization or person presented in a technologically advanced pedagogical format A proven perennial performer Evans and Berman cover emerging topics in detail but also does so in an interactive dynamic manner The twelfth edition is loaded with links to web sites and YouTube videos carefully vetted by the authors There are more than 2 000 hotlinks to actual Web sites distributed throughout links to more than 100 YouTube videos a list of Web Sites You Can Use in each chapter and more [Catalog of Copyright Entries. Third Series](#) Library of Congress. Copyright Office, 1968 Includes Part 1 Number 1 Books and Pamphlets Including Serials and Contributions to Periodicals January June [UGC NET HRM /Labour Welfare Code-55 Practice Question Answers Sets \(Question Bank\) 4000 + MCQ As Per New Updated Syllabus](#) DIWAKAR EDUCATION HUB ,2021-09-10 UGC NET HRM Code 55 UNIT wise Question and Answers MCQs As Per the New Updated Syllabus MCQs Highlights 1 Complete Units Cover Include All 10 Units Question Answer 2 400 Practice Question Answer Each Unit 3 Total 4000 Practice Question Answer 4 Try to take all topics MCQs 5 Include Oriented Most Expected Question Answer 6 As Per the New Updated Syllabus For More Details Call 7310762592

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