

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"

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
- OFFERS A FREE TRIAL**

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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 No B. S. Ruthless Management of People and Profits Dan S. Kennedy, 2014 Giving a nod to Jeff Bezos Steve Jobs Walt Disney and other ruthless yet highly successful managers everywhere Kennedy presents what it really takes to get productivity from people and by doing so maximum profits This revision delivers eight new chapters fresh case history examples and more *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 *Introduction to Human Resource Management* Mr. Rohit Manglik, 2024-04-12 EduGorilla Publication is a trusted name in the education sector committed to empowering learners with high quality study materials and resources Specializing in competitive exams and academic support EduGorilla provides comprehensive and well structured content tailored to meet the needs of students across various streams and levels *The 30 Day MBA in Marketing* Colin Barrow, 2011-08-03 The 30 Day MBA in Marketing provides a complete marketing course spanning twelve disciplinary areas and including such hot topics as Buyer behaviour Marketing strategy Promotion and advertising Pricing Managing the marketing organization and Marketing and the law Each chapter includes at least one practical real life example to illustrate how marketing concepts apply to business decision making Learn what they teach you on professional marketing courses and at the world's top Business Schools and why it matters to you eliminate gaps in your marketing knowledge and take part in business decision making on an equal footing with MBA graduates or your company marketing director This book includes detailed information on how to find and analyse market data on any business or market anywhere and online appendices that provide an invaluable guide to finding further information and free resources on each topic covered *Mission MBA MAT Mock Tests and Solved papers* Pallavi Tripathi, Diwakar Sharma, RK Bahel, RS Kapur, Ashwini Kapur, 2020-04-26 Management teaches you how people behave in the Organisation and nature of power influence and leadership Whether you aim to be a self employed an entrepreneur head of your own country etc management give you tools for success Students mostly prefer MAT for Management Programs when it comes to priority Every year lakhs of aspirants appear for this national level entrance examination conducted by All India Management Association AIMA for the admissions to MBA and equivalent

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