

ULTIMATE GUIDE TO Sales Aptitude Tests



40% of all salespeople don't understand customer pain

The average cost to onboard a new employee: **\$240,000**

Wrong hires account for nearly **80%** of all turnover rates in business

Turnover rates in sales: **27%** — nearly 2x as high as overall job force

75% of salespeople miss their quotas

An average of **\$15 billion/year** is spent on training salespeople (in US)

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 you hire faster & more efficiently
- Avoid costs of hiring wrong person (~\$240,000)
- Reduces turnover

HELPS INCREASE SALES

- Sales team is now full of high-potential salespeople
- More time to mentor & train high-Drive salespeople
- Sales team success/failure can be contagious

INCREASES YOUR POWER AS AN INTERVIEWER

- 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:
 - Need for Achievement
 - Competitiveness
 - Optimism
 - Persuasiveness
 - Confidence
 - Relationship Skills
- Produces additional value beyond the results like:
 - Consultations
 - Behavioral 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

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 them 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
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 - Consultation with Dr. Croser — additional insight on candidates' test results
 - Designed & validated for salespeople only
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Answers For The National Sales Aptitude Test

SJ Ball



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Sources of Information for Sales Executives and Specialists in Marketing American Marketing Association,1951

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Marketing ,1957

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Decisions and Orders of the National Labor Relations Board United States. National Labor Relations Board,1991

Handbook of Research on Educational Communications and Technology J. Michael Spector,M. David Merrill,Jan Elen,M. J. Bishop,2013-07-03 The 4th edition of the Handbook of Research on Educational Communications and Technology expands upon the previous 3 versions providing a comprehensive update on research pertaining to new and emerging educational technologies Chapters that are no longer pertinent have been eliminated in this edition with most chapters being completely rewritten expanded and updated Additionally new chapters pertaining to research methodologies in educational technology have been added due to expressed reader interest Each chapter now contains an extensive literature review documenting and explaining the most recent outstanding research including major findings and methodologies employed The Handbook authors continue to be international leaders in their respective fields the list is cross disciplinary by design and great effort was taken to invite authors outside of the traditional instructional design and technology community

Sales Management ,1942

Boys' Life ,2008-03 Boys Life is the official youth magazine for the Boy Scouts of America Published since 1911 it contains a proven mix of news nature sports history fiction science comics and Scouting

Effective Human Resource Management in the Sales Force Rene Y. Darmon,1992-10-23 This non conventional book provides a human resource perspective to sales force management It describes sales forces as complex systems of human interactions and shows how a decision in one area is likely to have direct but also more or less desirable and lasting effects on other aspects of the sales force Managing human resources is no simple task and in a sales force context the difficulty is compounded by the fact that managers often have limited control and knowledge of what salespeople do once in the field The book addresses most sales force human resource decisions by contrasting prevalent industry practices with relevant research findings that could bear

on sales force management and by showing how a simple managerially oriented tool can capture much of the sales force system s complexity Special attention is devoted to such questions as how to identify top sales producers how to generate candidates from the best sources of salespeople how to select and hire the best sales producers how to enhance and maintain sales effectiveness over time how to set up effective compensation and sales quota plans and how to manage sales force turnover This book will help sales managers and supervisors to take a more integrated view to sales management It can also help salespeople to be more effective in their tasks and to prepare them for a career in management Reading Tests and Reviews Oscar Krisen Buros,1968

The book delves into Answers For The National Sales Aptitude Test. Answers For The National Sales Aptitude Test is an essential topic that must be grasped by everyone, ranging from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into Answers For The National Sales Aptitude Test, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to Answers For The National Sales Aptitude Test
 - Chapter 2: Essential Elements of Answers For The National Sales Aptitude Test
 - Chapter 3: Answers For The National Sales Aptitude Test in Everyday Life
 - Chapter 4: Answers For The National Sales Aptitude Test in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, the author will provide an overview of Answers For The National Sales Aptitude Test. This chapter will explore what Answers For The National Sales Aptitude Test is, why Answers For The National Sales Aptitude Test is vital, and how to effectively learn about Answers For The National Sales Aptitude Test.
 3. In chapter 2, this book will delve into the foundational concepts of Answers For The National Sales Aptitude Test. The second chapter will elucidate the essential principles that must be understood to grasp Answers For The National Sales Aptitude Test in its entirety.
 4. In chapter 3, this book will examine the practical applications of Answers For The National Sales Aptitude Test in daily life. This chapter will showcase real-world examples of how Answers For The National Sales Aptitude Test can be effectively utilized in everyday scenarios.
 5. In chapter 4, the author will scrutinize the relevance of Answers For The National Sales Aptitude Test in specific contexts. This chapter will explore how Answers For The National Sales Aptitude Test is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, the author will draw a conclusion about Answers For The National Sales Aptitude Test. This chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Answers For The National Sales Aptitude Test.

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Answers For The National Sales Aptitude Test Introduction

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