

ULTIMATE GUIDE TO Sales Aptitude Tests



40% of all salespeople don't understand customer pain

40%

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

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

80%

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

27%

75% of salespeople miss their quotas

75%

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 (~\$340,000)
- 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:
- 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



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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Answers For The National Sales Aptitude Test

Chao Zhang



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Table of Contents Answers For The National Sales Aptitude Test

1. Understanding the eBook Answers For The National Sales Aptitude Test
 - The Rise of Digital Reading Answers For The National Sales Aptitude Test
 - Advantages of eBooks Over Traditional Books
2. Identifying Answers For The National Sales Aptitude Test
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Answers For The National Sales Aptitude Test
 - User-Friendly Interface
4. Exploring eBook Recommendations from Answers For The National Sales Aptitude Test
 - Personalized Recommendations
 - Answers For The National Sales Aptitude Test User Reviews and Ratings
 - Answers For The National Sales Aptitude Test and Bestseller Lists
5. Accessing Answers For The National Sales Aptitude Test Free and Paid eBooks

- Answers For The National Sales Aptitude Test Public Domain eBooks
- Answers For The National Sales Aptitude Test eBook Subscription Services
- Answers For The National Sales Aptitude Test Budget-Friendly Options
- 6. Navigating Answers For The National Sales Aptitude Test eBook Formats
 - ePub, PDF, MOBI, and More
 - Answers For The National Sales Aptitude Test Compatibility with Devices
 - Answers For The National Sales Aptitude Test Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Answers For The National Sales Aptitude Test
 - Highlighting and Note-Taking Answers For The National Sales Aptitude Test
 - Interactive Elements Answers For The National Sales Aptitude Test
- 8. Staying Engaged with Answers For The National Sales Aptitude Test
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Answers For The National Sales Aptitude Test
- 9. Balancing eBooks and Physical Books Answers For The National Sales Aptitude Test
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Answers For The National Sales Aptitude Test
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Answers For The National Sales Aptitude Test
 - Setting Reading Goals Answers For The National Sales Aptitude Test
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Answers For The National Sales Aptitude Test
 - Fact-Checking eBook Content of Answers For The National Sales Aptitude Test
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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