

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
- Helps you hire faster & more efficiently - Avoid costs of hiring wrong person (~\$340,000) - Reduces turnover	- Sales team is now full of high-potential salespeople - More time to mentor & train high-Drive salespeople - Sales team success/failure can be contagious	- 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"

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 SALES-DRIVE 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**

SOURCES:
<https://hubspot.com/sales/surprising-stats-about-sales-rep-performance-slideshare>
<https://www.usatoday.com/story/money/business/2015/05/26/cpy-employee-turnover/27056607/>
<https://www.cnet.com/news/turnover-in-sales-what-could-be-happening-wrong-employees/>
<https://hr.org/2017/07/how-to-boost-turnover-on-your-sales-team/>

Answers For The National Sales Aptitude Test

Arihant Experts



Answers For The National Sales Aptitude Test:

How to Pass Employment Tests Arco Publishing,1983 **Official Gazette of the United States Patent and Trademark Office** ,2001 *Computerworld* ,1977-01-10 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network *Great Answers to Tough CV Problems* Jenny Rogers,2011-09-03 How do I find out what the employer really wants How do I get noticed when applying online How can I keep it to 2 3 pages What is CV Language and how can I learn it How do I get around the obstacle of something embarrassing in my CV eg dismissal or unemployment What about social networks What if I seem over or under qualified for the job Great Answers to Tough CV Problems will help you solve these and many more of the burning questions that face today s job seeker Perhaps you want a career change have been job hopping for some time or are returning to work after a career break Jenny Rogers examines the potential pitfalls across a range of common job hunting situations and shows how to put together a CV that will make the most of your skills and experience make an impression and secure that all important job interview Online supporting resources for this book include downloadable sample CVs **MPPSC General Aptitude Test Paper 2 Guide for 2021 Exam** Arihant Experts,2021-02-11 1 MPPSC General Aptitude Test Paper II is designed for state civil services 2 The book is divided into 4 main subject as per the latest syllabus 3 It gives the complete coverage on the theory 4 Solved Papers 2014 2019 are provided for practice 5 5 practice sets are given for the quick revision of the chapters Madhya Pradesh Public Service Commission publicly known as MPPSC is a state government agency that opens a recruitment window every year for Indian nationals holding bachelor s degree for the posts of State Services The recruitment exam is conducted in three phases namely Preliminary Mains and Interview Study Package MPPSC General Aptitude Test Paper II has been re designed carefully to provide the best study resources to prepare candidates for the second paper of MPPSC State Services Preliminary Examination 2021 The book divides the whole syllabus into chapters under 4 main subjects as prescribed by the board It also includes the Solved Papers from 2019 to 2014 to bring the better understanding of the exam pattern and 5 Crack Sets have been arranged at the end of the book to allow aspirants to analyse their preparation level A highly useful study guide based on the latest exam pattern this study package is a perfect book to follow for scoring well in the upcoming MPPSC General Aptitude Test Paper II TOC Comprehension Interpersonal Skills Communication Skills Logical Reasoning Analytical Ability Decision Making Problem Solving General Mental Ability Basic Numeracy Hindi Bodhgamyata Crack Sets 1 5 **Conceptual Approach to the CSAT (Civil Services Aptitude Test) Paper II** , *Small Business Aids* ,1949 **NMAT : Management Aptitude Test | Conducted by GMAC | 10 Practice Tests and 6 Sectional Tests (1200+ Solved MCQs)** EduGorilla Prep Experts, Best Selling Book for NMAT Management Aptitude Test with objective type

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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

Whispering the Secrets of Language: An Mental Quest through **Answers For The National Sales Aptitude Test**

In a digitally-driven earth where screens reign supreme and immediate transmission drowns out the subtleties of language, the profound techniques and psychological nuances hidden within phrases usually go unheard. However, located within the pages of **Answers For The National Sales Aptitude Test** a captivating fictional prize pulsating with raw thoughts, lies an exceptional journey waiting to be undertaken. Composed by a talented wordsmith, that wonderful opus attracts visitors on an introspective trip, gently unraveling the veiled truths and profound affect resonating within ab muscles material of each word. Within the emotional depths of this touching evaluation, we can embark upon a honest exploration of the book is primary subjects, dissect their interesting writing style, and succumb to the powerful resonance it evokes serious within the recesses of readers hearts.

https://legacy.tortoisemedia.com/About/virtual-library/index.jsp/ideas_social_media_literacy.pdf

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