

# 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 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**



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# Answers For The National Sales Aptitude Test

**Marcel A. Müller**



## 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 questions as per the

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

**Recruiting and Selecting Profitable Sales Personnel** Edgar S. Ellman,1982

## Decoding **Answers For The National Sales Aptitude Test**: Revealing the Captivating Potential of Verbal Expression

In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its ability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Answers For The National Sales Aptitude Test**," a mesmerizing literary creation penned with a celebrated wordsmith, readers embark on an enlightening odyssey, unraveling the intricate significance of language and its enduring impact on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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