




COMPMETRICA Sales-Pro Test

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The **Sales-Pro Test (SALES-PRO)** assesses the ability to respond appropriately to situations in a sales context. This test is intended primarily for sales positions, consultants, account managers or other positions where the sales aspect plays an important role. Each question consists of a short development situation likely to occur in a sales context.

Description

-  As part of this exercise, the candidate must answer eighty-two (82) multiple choice questions by calling on skills required in relation to eight (8) evaluation criteria.
-  For each question, the candidate must do an analysis and choose the best answer to advocate dealing with this type of situation.
-  This exercise does not assess specific knowledge of the professional field of activity.

Conditions

Duration

- Seventy-five (75) minutes

Correction Time

- Web Administration: Instant report

Available Languages

- English
- French

Targeted Clientele

Any organization wishing to assess candidates for a position involving a sales context

Competencies Assessed

Communications

12. Ability to Transmit Information

Interpersonal Relationships

14. Interpersonal Communications

Personal Qualities

38. Adaptability
42. Action-oriented
43. Perseverance

Entrepreneurship

58. Client-oriented
59. Results-oriented
60. Negotiation Skills

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ASSESSMENT AND EVALUATION CONSULTANTS AT 1-866-771-9078



Sales

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The evaluation report presents both the detailed results of the essential skills and a section documenting the characteristics of the candidate in connection with business development and selling. In addition, it also presents development tracks for the three weakest skills.

