

# Sales Predictor

Module: Psychometrics

Updated: May 09

## Overview

A sales tool to measure personality traits critical to success in sales and related roles, like customer service, sales management, marketing and public relations

## Skills Measured

- Cold Calling and Sales Closing
- Initiative and Self Confidence
- Team Player and Management
- Extroversion and Goal orientation

## Recommended Applications

Suitable for anyone required to work in a sales capacity, sales management, customer services, account management and public relations.

## Complementary Tests

- Customer Services Aptitude Profile
- Personality Inventory
- Cognitive Aptitude Test

## Test Details

Question Presentation Type	Self Analysis
Candidate Practice Available	Yes
Randomised Questioning	Yes
Available questions in pool	120
Number of questions presented	120
Time Allowed	Unrestricted
Average Time to Complete	20 mins

## Sample Question

- Q.** I am sociable and outgoing.
- A. Always True
- B. Mostly True
- C. Sometimes True and Sometimes False
- D. Mostly False
- E. Always False

## Sample Results

