

Sales Questionnaire

Simon Sample
27/03/2015

Report Information

This report has been generated using results from the Test Partnership Personality Questionnaire, which analyses a person's personal preferences, motives, and behavioural tendencies.

This report presents personality scales based on the candidate's own responses to behavioural questions. Research has shown that the self-reporting measures used in this questionnaire are a valid measure of how people behave in the workplace.

Scales have been generated by comparing the candidate's responses with the responses of thousands of other people, to give a comparison of personality traits in the form of sten scores.

Sten scores of 4, 5, 6, or 7 are considered to be within an 'average' range for the comparison group, whilst higher and lower sten scores suggest stronger and weaker preferences compared with the comparison group. It is important to note that low sten scores do not necessarily mean poor performance; they just mean a low tendency to exhibit that particular personality trait. Indeed in some roles it is preferable to display low tendencies towards certain personality traits.

The information contained in this report is confidential and should be stored securely.

The information in this report is likely to remain valid for up to 24 months from the date of taking the questionnaire.

Disclaimer

This report has been computer-generated and it cannot be guaranteed that this report has not been changed or adapted from the original computer-generated output.

If the questionnaire was completed without supervision, the identity of the respondent cannot be guaranteed.

Test Partnership accept no liability for the consequences of the use of this report.

Report Sections

Full Personality Scales

This section gives a detailed view of the candidate's full personality profile presented on 6 scales. By providing a spectrum of personality traits, it's possible to focus on particular aspects of the candidate's personality.

Full Personality Scales Report

These pages act as narrative to support the Full Personality Scales section. The report describes how the candidate's responses relate to each of the 6 scales, and what their preferences indicate in practice.

Summary Personality Profile

Since it's sometimes impractical or unnecessary to analyse every one of the personality traits contained in the first section, this summary profile recasts the candidate's personality traits in an aggregated, more tailored format for alternative interpretation.

Summary Personality Profile Report

These pages act as narrative to support the Summary Personality Profile section. The report describes how the candidate's responses relate to each of the summary markers, and what their preferences indicate in practice.

Full Personality Scales

1 2 3 4 5 6 7 8 9 10

<p>Adaptor Confident, resilient and adaptable, with a high tolerance for stress.</p>	
<p>Administrator Thorough, responsible and focused on efficiency when handling tasks.</p>	
<p>Driver Objective, focused and attentive, with a strong focus on the details.</p>	
<p>Negotiator Builds relationships, creates rapport and connects with customers/clients.</p>	
<p>Persuader Assertive, dominant and convincing, wins business through influence.</p>	
<p>Resolver Calm, collected and unaffected by problems, resolves issues promptly.</p>	

Full Personality Scales Report

Adaptor

Score: 6

Simon shows a moderate preference towards the adaptor sales type. Simon will find coping in stressful or high-pressure sales environment as difficult as most people. Simon may feel confident during times of low to moderate stress, but may feel unsure during times of high stress. Simon is likely to receive constructive criticism as well as most people.

Administrator

Score: 5

Simon shows a moderate preference towards the administrator sales type. Depending on context, Simon may either show a preference towards following rules and traditions, or adopting new or impromptu sales tactics. Simon is likely to show a balance between administrative rigor and creative innovation.

Driver

Score: 7

Simon shows a moderate preference towards the driver sales type. Simon is likely to show a balance between planning ahead, and dealing with issues as they arise. Depending on the context, Simon might pay less attention to details, or leave uninteresting or difficult tasks until the last minute.

Negotiator

Score: 7

Simon shows a moderate preference towards the negotiator sales type. Simon is likely to find approaching new customers/clients and building rapport about as easy as most people. Simon may feel equally comfortable working with new customers/clients or regular, well-known customers, depending on the context.

Persuader

Score: 8

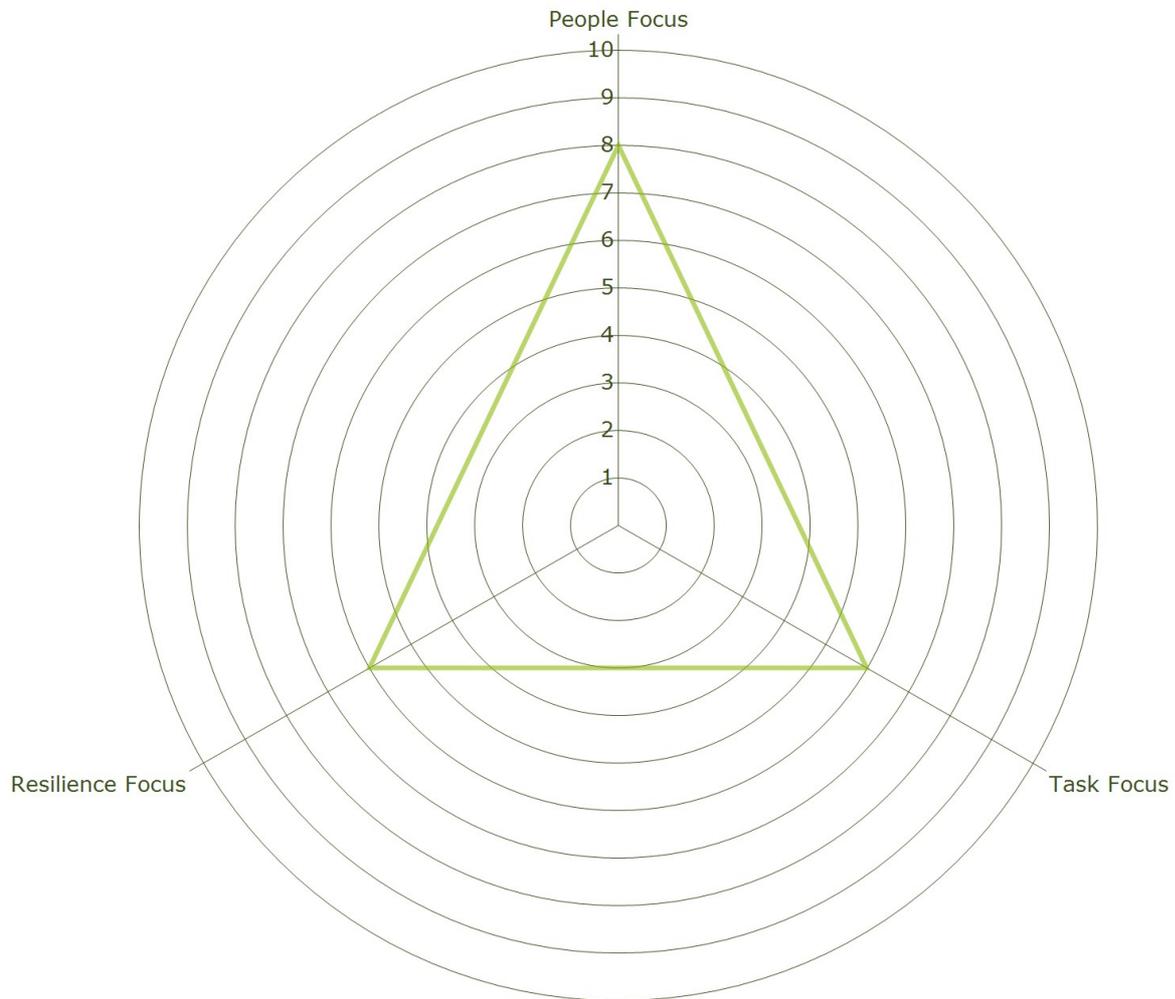
Simon shows a high preference towards the persuader sales type. Simon is likely to feel confident when asserting himself and taking control of sales situations. Simon may feel comfortable adopting insistent sales tactics, preferring a hard sell rather than a softer approach.

Resolver

Score: 6

Simon shows a moderate preference towards the resolver sales type. Simon separates personal emotions from their professional attitude about as well as most people. Simon is likely to remain patient when resolving frustrating situations, provided their patience is not overly tested.

Summary Personality Profile



Summary Personality Profile Report

People Focus

Score: 8

Simon shows a high preference for the people-focused sales approach. Simon is likely to feel confident when engaging with new or potential customers/clients. Simon is likely to feel just as comfortable working with new customers as with existing clientele, quickly forging relationships with most people.

Resilience Focus

Score: 6

Simon shows a moderate preference for the resilience-focused sales approach. Simon is about as likely as most people to cope in stressful sales environments. Simon is likely to feel confident working within strict deadlines or challenging targets, provided they are not excessively stressful.

Task Focus

Score: 6

Simon shows a moderate preference for the task-focused sales approach. Simon is likely to show a balance between taking a laid-back approach and being self-driven, depending on the context. Simon is equally likely to show a preference towards efficiency than to flexibility when generating business.