

# 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
<ul style="list-style-type: none"> <li>Helps you hire faster &amp; more efficiently</li> <li>Avoid costs of hiring wrong person (~\$340,000)</li> <li>Reduces turnover</li> </ul>	<ul style="list-style-type: none"> <li>Sales team is now full of high-potential salespeople</li> <li>More time to mentor &amp; train high-Drive salespeople</li> <li>Sales team success/failure can be contagious</li> </ul>	<ul style="list-style-type: none"> <li>Given specific behavioral interview questions to ask each candidate based on results</li> <li>These questions dig deeper allowing you to reveal the candidate's true intentions</li> </ul>

## 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

NEED FOR ACHIEVEMENT

COMPETITIVENESS

OPTIMISM

PERSUASIVENESS

CONFIDENCE

RELATIONSHIP SKILLS

## 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 SALESDRIVE 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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<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/>  
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<https://hr.org/2017/07/how-to-boost-turnover-on-your-sales-team/>

# National Sales Aptitude Test Answers

**Edgar S. Ellman**



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**Official Gazette of the United States Patent and Trademark Office** ,1993      **How to Pass Employment Tests**  
Arco Publishing,1983      *Sources of Information for Sales Executives and Specialists in Marketing* American Marketing  
Association,1951      *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      **Sales Management** ,1924      The Fractured Marketplace for Standardized Testing Walter M. Haney,George F.  
Madaus,Robert Lyons,2012-12-06 Standardized testing in the United States has been increasing at a rapid pace in the last  
twenty five years The market for tests has not only been expanding rapidly but has also been changing sharply in structure  
into a fractured marketplace Indeed one of the main features of this book is that the market for standardized testing is highly  
fractured with segments of the market facing monopoly conditions others facing oligopoly conditions and still others where  
near free market conditions exist One of the main premises of the book is that the structures of markets have strong  
implications for how those markets perform While this notion is widely accepted among economists it is not widely  
appreciated in educational research A second motivation for the book is that very little scholarly attention has been focused  
on the standardized testing industry This topic the structure of the testing industry and implications for the quality of tests  
and test use affects how we evaluate the learning of students the effectiveness of teaching the quality of schools and the  
educational health of the nation Of particular concern to the authors is one vital aspect of test quality test validity This book  
is the most current and authoritative review and analysis of the market for standardized testing      **Recruiting and**  
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the needs of students to see themselves and their future in a more meaningful way while reinforcing the most basic learning  
skills necessary for college and career success The insights of the authors will help students to better understand themselves  
the demands of college and the challenges and opportunities that await them in the real world upon graduation      *Aviation*  
*Week & Space Technology* ,1957      *Aviation Week* ,1957      **Michigan Manufacturer and Financial Record** ,1949

**The Accounting Review** William Andrew Paton, 1929 Includes section Reviews  
, 1993      **Student Life** , 1961

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