

# 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

## 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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# Sales Assessment Test Sample Questions

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