



## The JOY Tests™ : World's First in "Total Sales Ability" Assessment™

### Sales Talent Test Report Card. **CONFIDENTIAL: Not to be Shown to the Test-taker.**

(The SALES TALENT TEST Report Card/s can help you decide which Applicant/s to interview)

Test-taker: **John Doe**

Email: [jd3-example@danjoy.com](mailto:jd3-example@danjoy.com)

Home: 954-555-1212

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Tested on: 10/4/2015 6:00:04 AM

Company: ABC MANUFACTURING CO.

Company Account ID: 1988

Test Ticket #: 86553

Address: 123 Any Street, Anytown, FL 54321, USA

### Test #4: SALES TALENT TEST: For BOTH Entry-level & Experienced Salespeople

Sectional Scores: [If any score is less than zero (i.e., negative), it will be shown in parentheses]. [Grading Scales](#)

**1. CONSULTATIVE Selling (Solution Selling) and Relationship Building Aptitude: 99.00%**

Outstanding. May be very well-suited for consultative/solution selling and/or relationship selling. [More](#)

**2. TRANSACTIONAL Selling, One-chance Sale and Door-to-Door Selling Aptitude: 99.00%**

Outstanding. May be very well-suited for quick-conclusion transactional sales (1 to 2 interactions). [More](#)

**3. Sales Prospecting, Appointment Setting and Cold Calling Aptitude: 93.18%**

Outstanding. May be very well-suited for sales prospecting, appointment setting and/or cold calling. [More](#)

**4. Sociability, Building a Rapport, and Sales Presentation Aptitude: 99.00%**

Outstanding. May be very well-suited for building a rapport and/or giving good sales presentations. [More](#)

**5. Objection Handling, Mental Agility, and Negotiating Aptitude: 99.00%**

Outstanding. May be very resilient to the prospects' objections and/or negotiating tactics. [More](#)

**6. Sales CLOSING Aptitude, Assertiveness and Creative Problem-solving: 99.00%**

Outstanding. May be very assertive in closing the sale and/or in suggesting creative solutions. [More](#)

**7. CRUCIALS: Persistence, Motivation/Drive, Work-ethic, Ego-strength and Ethics: 93.37%**

Outstanding. Tested for various crucial intrinsic (not teachable easily or quickly) traits, values, etc. [More](#)

**8. Rejection-resilience, Empathy and Dependability: 99.00%**

Outstanding. May have a high level of empathy, dependability and/or ethics. [More](#)

**9. Competitiveness, Self-confidence and Optimism: 79.38%**

Good. May have an acceptable level of competitiveness, self-confidence and/or optimism. [More](#)

**10. Computer/Web/Email Skills, Attention to Detail, and Staying Organized: 88.89%**

Good. Some job-specific training in contemporary business technologies may be required. [More](#)

### Overall Score: 93.69% -- Outstanding; minimal training may be required

(IMPORTANT: Score much lower than expected? Please [Contact Us](#) to be sure that you chose the correct [Level](#)).

**Type of Sales Landscape:** [Level B \(Mid-Level Sales\)](#) [More](#) - **Role:** Sales Trainee (ST)

**IMPORTANT:** There is no substitute for good human judgment, and no computer software can completely replace human experience, knowledge and instinct. The tests of Dan Joy, Inc. (DJI) are designed to partly assist you in a candidate's evaluation process, not to completely replace your own human judgment and other evaluation methods. You are solely responsible for all your decisions, and agree to absolve, indemnify and hold harmless DJI, its employees, contractors, agents and principals against any and all claims and liabilities, as per DJI's standard Terms and Conditions. Thank you.

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