



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

### FINAL TEST Report Card. CONFIDENTIAL: Not to be Shown to the Test-taker.

(The interviewer will need this FINAL TEST Report Card if/when interviewing the Candidate)

Test-taker: **Jane Doe**

Email: [jd2-example@danjoy.com](mailto:jd2-example@danjoy.com)

Home: 954-555-1212

Cell: 305-555-1212

Tested on: 10/6/2015 3:14:28 AM

Company: ABC MANUFACTURING CO.

Company Account ID: 1988

Test Ticket #: 77401

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

### Test #3: FINAL TEST: For Experienced Sales Manager/VP Sales & Marketing

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

**1. Sales Prospecting (Leads Generation) Ability: 89.29%**

Good. May be able to generate own Sales Leads if the Company provides the basic tools and support. [More](#)

**2. Appointment Setting, Cold Calling, Rapport and Presentation Ability: 98.97%**

Outstanding. May be able to make good Sales Presentations if the Company provides the basic support. [More](#)

**3. Objection Handling and Negotiating Ability: 86.11%**

Good. May be tenacious, and not give in too easily to a prospect's Objections or Negotiating Tactics. [More](#)

**4. Sales CLOSING Ability and Asking for Payment/Deposit: 97.64%**

Outstanding. May be able to attempt to Close (ask for the Order) or to ask for the Payment/Deposit. [More](#)

**5. Cementing the Sale (Re-assuring the Client), and Ability to Get Referrals: 61.90%**

Mediocre. May be able to prevent Cognitive Dissonance (Buyer's Remorse), and get Referrals. [More](#)

**6. Computer/Internet/Email/CRM and Sales Tools Ability: 81.25%**

Good. Some training in contemporary business technologies and Sales Tools may be required. [More](#)

**7. Miscellaneous Crucial Sales & Marketing Abilities: 98.81%**

Outstanding. Tested on various secondary factors (Personality, Psychology, Skills, Aptitude, Ethics, etc). [More](#)

**8. Sales Team Recruitment Ability: 75.51%**

Good. May be able to further refine and enhance this Ability with time and experience. [More](#)

**9. Sales Team Management/Leadership/Motivation Ability: 95.88%**

Outstanding. May be able to further refine and enhance this Ability given reasonable time/experience. [More](#)

**10. Advertising, Marketing and Public Relations Ability: 86.46%**

Good. May be able to further refine and enhance this Ability given reasonable time and experience. [More](#)

### Overall Score: 92.94% -- Outstanding

(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 Manager (SM)

**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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