

COMPETENCIES

Sales

OVERVIEW

This report presents results regarding the candidate's natural tendency to succeed in core competencies related to the role. These results are based on an assessment of the candidate's personality. They provide insight into innate characteristics not easily observed from interviews, simulations, or other assessments.

Driving for Results

Accomplishes goals, completes tasks, and achieves results.



Displaying Confidence

Projects poise and self-assurance when completing work tasks.



Verbal Communication

Expresses ideas and opinions effectively in spoken conversations.



Flexibility

Changes direction as appropriate based on new ideas, approaches, and strategies.



Sales Focus

Generates revenue by promoting products and services to others.



Setting Goals

Identifies short-term objectives and steps to achieve them.



Presenting to Others

Conveys ideas and information to groups.



Negotiating

Explores alternatives to reach outcomes acceptable to all parties.



Overall Score

