

**Test Results for:** SAMPLE CANDIDATE

**Email:** Sample.candidate@example.com

**Company Name:** Aaron Wallis Recruitment and Training Limited

**Test Administrator/Recruiter's Email:** admin@aaronwallis.co.uk

**Test Name:** Sales Concepts

**Test Date:** SAMPLE DATE

**Elapsed Time:** 00:08:53

**Questions Correct:** 32 out of 38

**Percent Correct:** 84%

**Percentile Ranking:** 60

**Global Average:** 77%

## Detail Score Report

Q#	Status	Topic	Type	Level	Time
1	Correct	Customer Relations - Time Management	Rapport	Basic	00:00:19
2	Incorrect	Customer Relations - Comfort	Rapport	Basic	00:00:21
3	Correct	Customer Relations	Rapport	Basic	00:00:15
4	Correct	Customer Relations	Rapport	Basic	00:00:08
5	Correct	Customer Focus	Opening	Basic	00:00:09
6	Incorrect	Customer Relations - Comfort	Opening	Basic	00:00:19
7	Correct	Customer Focus - Preparation	Opening	Basic	00:00:11
8	Correct	Customer Relations - Time Management	Opening	Basic	00:00:15
9	Correct	Customer Finance - Why Buy	Opening	Advanced	00:00:11
10	Correct	Customer Focus	Probing	Basic	00:00:09
11	Correct	Customer Focus - Understanding the Company	Probing	Basic	00:00:10
12	Correct	Customer Relations	Rapport	Basic	00:00:10
13	Correct	Customer Focus	Rapport	Advanced	00:00:12
14	Correct	Selling the Product - Product Demonstration	Opening	Basic	00:00:10
15	Correct	Customer Focus	Probing	Advanced	00:00:15
16	Correct	Selling the Product	Probing	Basic	00:00:13
17	Correct	Customer Relations	Rapport	Intermediate	00:00:17
18	Correct	Customer Focus - Information Gathering	Probing	Basic	00:00:15
19	Correct	Selling the Product	Supporting	Basic	00:00:11
20	Correct	Selling the Product - Recommendation	Supporting	Basic	00:00:09
21	Incorrect	Selling the Product	Supporting	Intermediate	00:00:34
22	Correct	Selling the Product - During the Sale	Supporting	Advanced	00:00:14
23	Correct	Overcoming Customer Objections	Objections	Basic	00:00:10
24	Correct	Overcoming Customer Objections	Objections	Intermediate	00:00:15
25	Correct	Overcoming Customer Objections	Objections	Intermediate	00:00:12

26	Correct	Overcoming Customer Objections	Objections	Intermediate	00:00:12
27	Correct	Overcoming Customer Objections	Objections	Intermediate	00:00:11
28	Correct	Overcoming Customer Objections	Objections	Advanced	00:00:19
29	Incorrect	Overcoming Customer Objections	Objections	Advanced	00:00:26
30	Incorrect	Selling the Product - Closing the Sale	Closing	Basic	00:00:12
31	Correct	Selling the Product - Closing the Sale	Closing	Basic	00:00:08
32	Correct	Selling the Product - Closing the Sale	Closing	Intermediate	00:00:13
33	Correct	Overcoming Customer Objections	Objections	Advanced	00:00:09
34	Correct	Customer Focus - Group	Rapport	Basic	00:00:12
35	Incorrect	Customer Relations - Meetings	Rapport	Advanced	00:00:20
36	Correct	Customer Relations - Meetings	Supporting	Advanced	00:00:17
37	Correct	Selling the Product - Closing the Sale	Rapport	Basic	00:00:19
38	Correct	Customer Focus - Preparation	Supporting	Basic	00:00:11

### Question Level Statistics

	Number of Questions	Number Correct	Total Percentage
Basic	22	19	86%
Intermediate	7	6	86%
Advanced	9	7	78%
<b>Total</b>	<b>38</b>	<b>32</b>	<b>84%</b>

### Question Type Statistics

	Number of Questions	Number Correct	Total Percentage
Closing	3	2	67%
Objections	8	7	88%
Opening	6	5	83%
Probing	5	5	100%
Rapport	10	8	80%
Supporting	6	5	83%
<b>Total</b>	<b>38</b>	<b>32</b>	<b>84%</b>

### Test Description

The Sales Concepts was created to assess the skill level of a sales representative. It can be used in any sales industry as it covers the basic skills needed to be successful in sales. This test includes such topical areas as; Rapport Building, Opening, Probing, Supporting, Objections, and Closing.