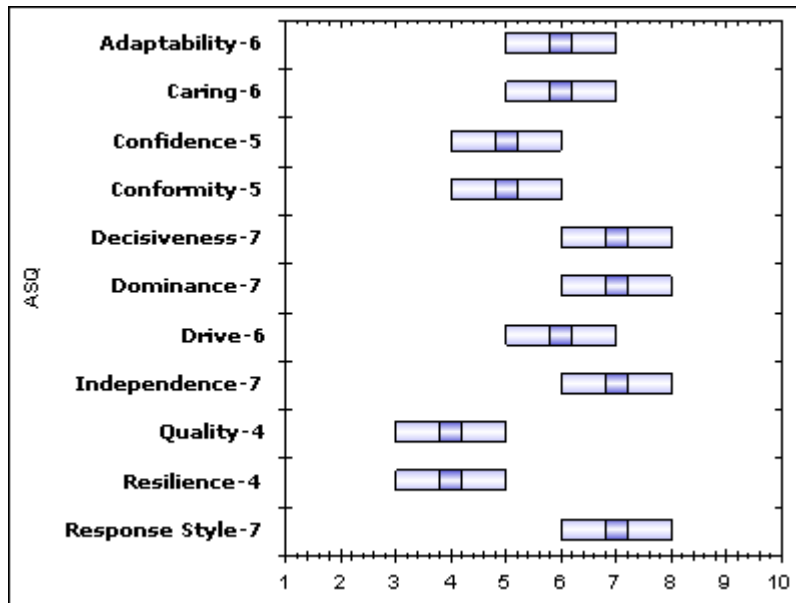


Example Salesperson
Advanced Sales Questionnaire (ASQ)
Norm group - Generic

Test Date: 31/03/2009 GMT



The blocks represent the score achieved by the candidate and the bars the margin of error.

Results:

Scale	Raw	Sten
Adaptability	43.00	6
Caring	48.00	6
Confidence	40.00	5
Conformity	31.00	5
Decisiveness	34.00	7
Dominance	40.00	7
Drive	39.00	6
Independence	29.00	7
Quality	39.00	4
Resilience	29.00	4
Response Style	34.00	7