

PILLARS
CAREER ADVISING
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Sales Litmus 4 Dimension Test

Date of Assessment : 2014-12-19
Test Duration : 25 Minutes
Time Taken : 26 Minutes 53 Seconds

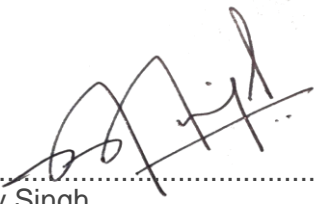


Certificate of Achievement

“Your Name Here”

has successfully completed

Sales Litmus 4 Dimension Test


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Sanjay Singh
Head of Consumer Certifications

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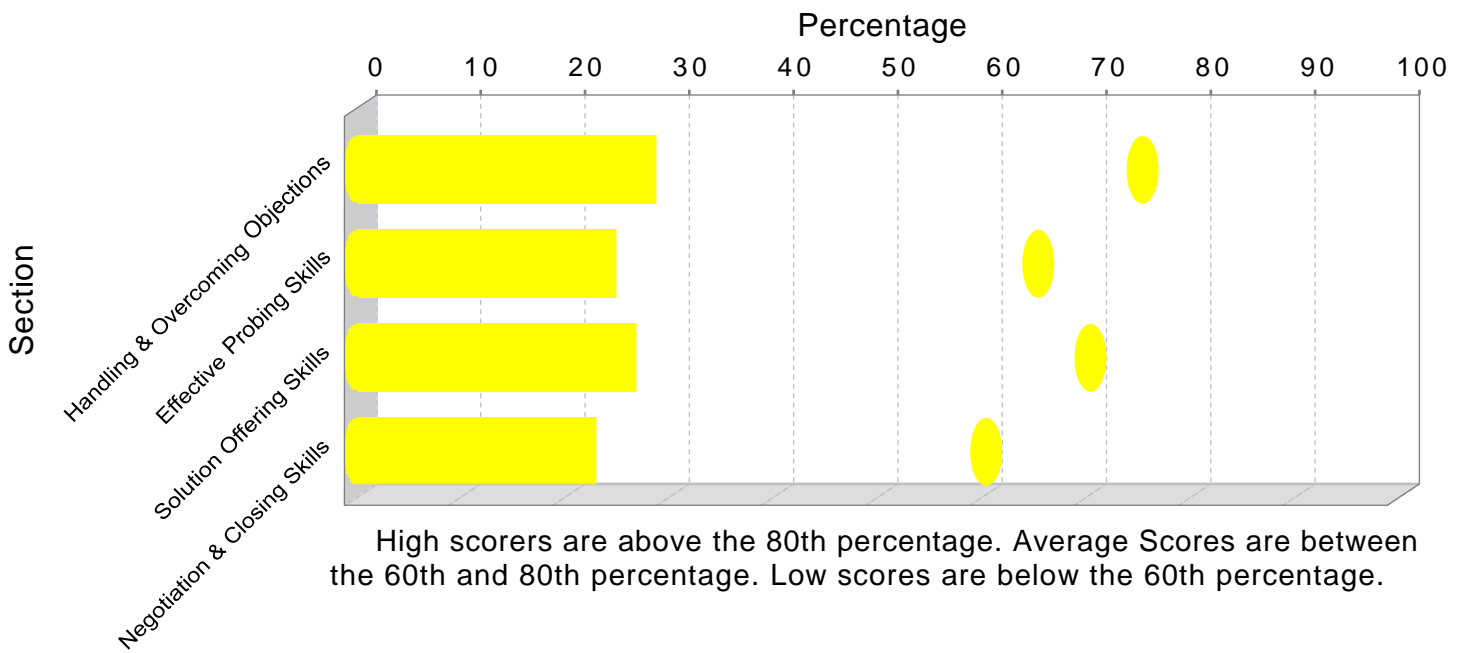


Date of Certification: 2014-12-19
Certificate ID: SALT41000193409
Validate: wheebox.com/verify

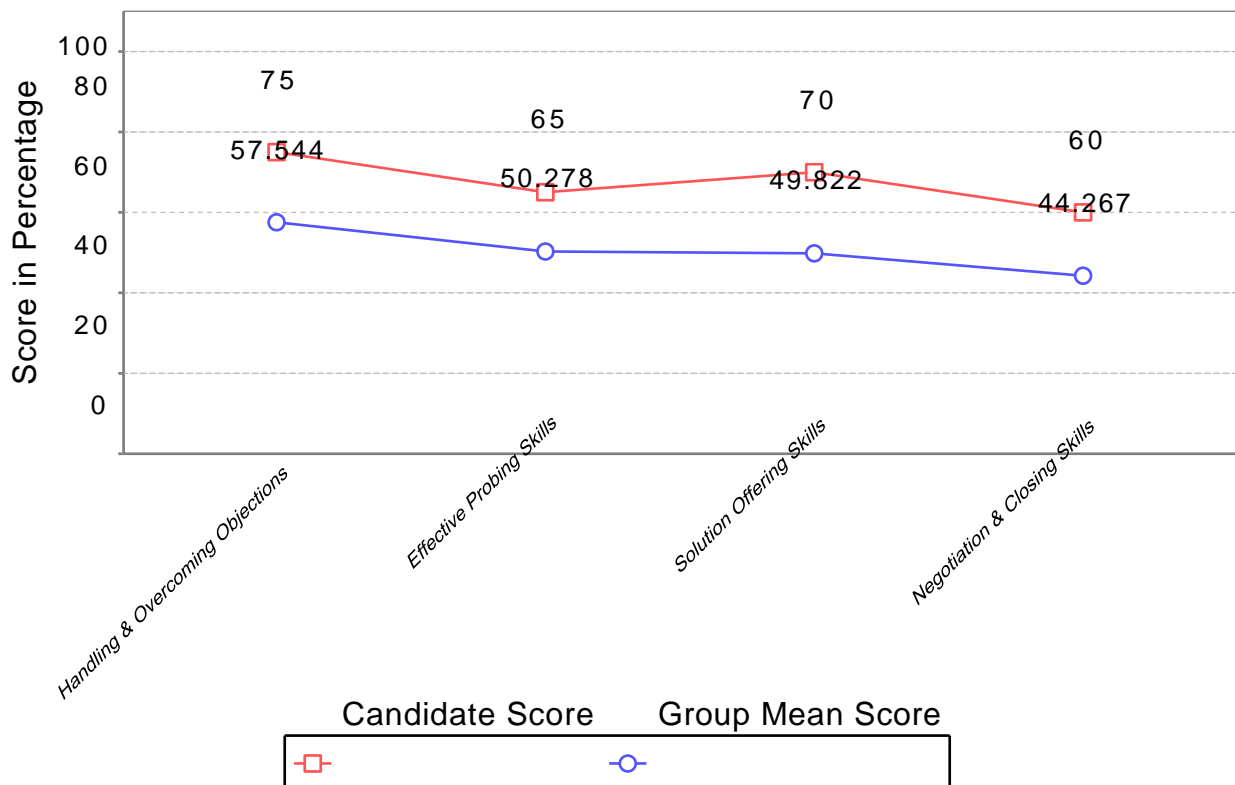




Section Report



Candidate Vs Group Benchmark





Solution Offering Skills

| | | |
|-----|--|------|
| LOW | Medium | HIGH |
| | <p>The skill of Solution Offering refers to the ability to determine the needs of prospect and present a solution which is most appropriate. Included in this area is the ability to learn if prospects have the authority to make the purchase, and if the purchase is within their financial means.</p> | |
| | Candidate Feedback | |
| | <p>The respondent seems to indicate an acceptable skill level in solution offering. The respondent will be able to successfully offer a most appropriate solution majority of the time. While this skill has been developed to an acceptable level it can be further enhanced by learning to ask good questions. Simple inquiries such as, "Is that an important benefit for you?", "Would that meet your requirements?", "What do you think would be the benefits if you were able to...?" Learning more advanced techniques such as watching "body</p> | |

Negotiation & Closing Skills

| | | |
|-----|---|------|
| LOW | Medium | HIGH |
| | <p>Ability to effectively represent her position on issues to gain support and buy-in from others; ability to control the sales process and move it toward closure of business on the right terms within the right time frame; generates multiple alternatives to a problem to meet the needs of other stakeholders; works to achieve win-win outcomes that others can accept; appropriately utilizes settlement strategies, such as compromise when required; ability to define and follow own sales process rather than meekly following the customer's buying process; displays decisiveness and negotiating skills to move the process to closure; confidently crafting win/win solutions.</p> | |
| | Candidate Feedback | |
| | <p>The respondent seems to articulate position and helps others understand the underlying issues and concerns. She makes effort to involve key stakeholders (e.g., customers/ stake holders) in the development of processes and action plans to ensure the final approach reflects customer insights and has their commitment. She considers the needs and perspectives of others and avoids applying pressure so that win-win outcomes can be realized whenever possible. However She may struggle in identifying alternative solutions that meet the needs of all stakeholders (e.g., customers, peers, and supervisor. She seems to be aware of the Art of closing. She however may require more setup time or a willingness to push the prospect a little harder. If used wisely She is likely to figure out what to say and</p> | |



Medium

LOW

Ability to employ effective questioning technique to determine the potential for a prospect to do meaningful business with the organization. The courage to ask difficult questions with tact, and the ability to think on one's feet to formulate the correct follow-up questions displaying good listening skills every step of the way.

HIGH

Candidate Feedback

The respondent seems to display confidence in probing skills. She thinks of how client will react, emotionally, logically and genuinely considers prospects point of view. However at times she may struggle to maintain a free flow dialogue with the prospect and may not be able to challenge/redirect questions especially when handling/ dealing with difficult customers.

Handling & Overcoming Objections

Medium

LOW

Ability to answer prospect's questions in a knowledgeable manner. It also applies to the salesperson's skill in helping a prospect rationalize a purchase. Understanding what motivates prospects to consider making purchase.

HIGH

Candidate Feedback

The respondent seems to be confident in handling objections; while giving due consideration to addressing prospects (customer/stake holder) questions with utmost importance however she may not be able to foresee such questions, thus may not be prepared to handle them to best of ability.

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