



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

SCREENING TEST Report Card. **CONFIDENTIAL: Not to be Shown to the Candidate.**

(The SCREENING TEST Report Card/s can help you decide which Candidate/s to interview)

Test-taker: **John Doe**
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Tested on: 8/23/2012 7:19:24 AM
 Company: ABC MANUFACTURING CO.
 Company Account ID: 1988
 Test Ticket #: 63134

Address: 123 Any Street, Anytown, FL 35790, USA

Test # 1: SCREENING TEST: For ALL Sales Applicants (to Shortlist) - Salesperson (SP) [More](#)

Sectional Scores: (If any score is less than zero (i.e., negative), it will be shown in parentheses)

1. Sales Prospecting (Leads Generation) Ability: 99.00%

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

2. Appointment Setting, Cold Calling, Rapport and Presentation Ability: 90.32%

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

3. Objection Handling and Negotiating Ability: 99.00%

Outstanding. May be tenacious, and not yield easily to a prospect's Objections or Negotiating Tactics. [More](#)

4. Sales CLOSING Ability and Asking for Payment/Deposit: 99.00%

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: 73.33%

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

6. Computer/Internet/Email/CRM and Sales Tools Ability: 99.00%

Outstanding. Training in contemporary business technologies and Sales Tools may not be required. [More](#)

7. Miscellaneous Crucial Sales & Marketing Abilities: 89.47%

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

8. Sales Team Recruitment Ability: 89.47%

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

9. Sales Team Management/Leadership/Motivation Ability: 99.00%

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

10. Advertising, Marketing and Public Relations Ability: 99.00%

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

Overall Score: 94.00% -- May be Outstanding; in-depth Final Test required

(**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](#)

IMPORTANT: The Screening Test is emailed, and is to be used for preliminary Shortlisting purposes only. It is possible for a Test-taker to substitute someone else to take the Screening Test on their behalf, at home or elsewhere. The Final Test is not emailed, but given just prior to the interview (on the Day of the Interview) at the Employer's office, to help prevent Candidate substitution, and maintain testing integrity. Plus, the Final Test is a longer test which contains additional questions to help with better assessment. It is important to make your final decision only AFTER the shortlisted Candidate has also taken the Final Test (online) at your office. Please DO NOT SKIP that important step. DJI's standard Terms and Conditions and Disclaimers apply. Thank you.

Tip: Set Page Margins/Header/Footer in your web-browser to limit this printout to only one (1) page.

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