



Sales Screen

Prepared for:

Demo Sample

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PO Box 24398, Denver, CO 80224
Voice: 303.777.1765
Fax: 303.733.8288
Email: Info@CulturesByDesign.com
Web: www.CulturesByDesign.com

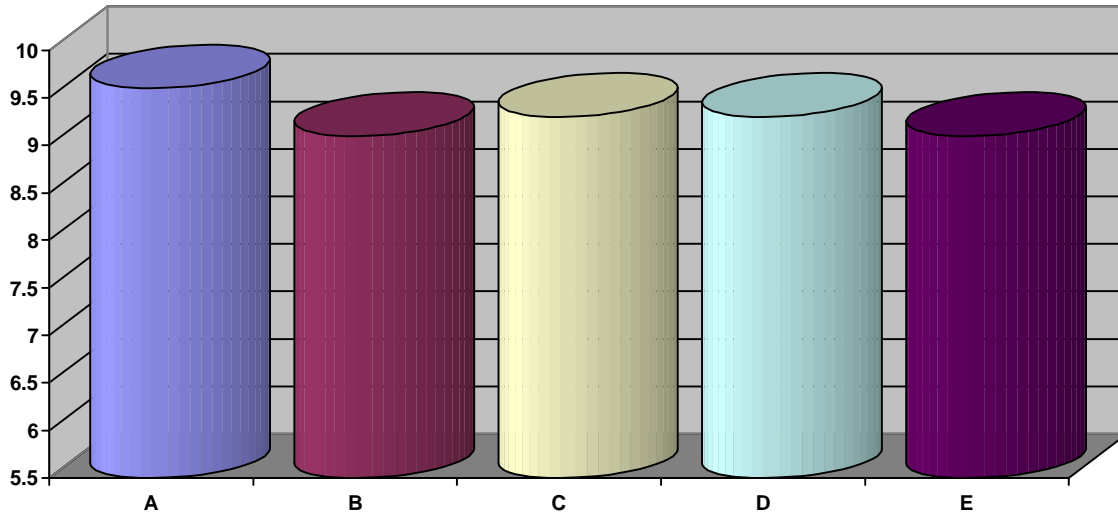
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Sales Screen

GLOBAL GRAPH



Low Risk (Excellent ability to utilize the capacity and translate the talent into decisions; reduces the potential for errors and mistakes)	8.8 to 10.0
Situational Risk (Very good ability to utilize the capacity especially in well defined areas; however, there are specific situations that can interfere with the translation into decisions)	8.5 to 8.79
Conditional Risk (Limited access to the capacity indicating actual conditions that will increase the potential for mistakes and errors and restrict the transfer into decisions)	8.2 to 8.49
Real Risk (Restricted access to the capacity indicating the ability is consistently unavailable and individuals are subject to mistakes and errors in judgment)	6.0 to 8.19

A) Empathy (Low Risk) — The ability to see, understand and relate with others.
B) Handling Rejection (Low Risk) — The ability to maintain a sense of inner self worth.
C) Achievement Drive (Low Risk) — The ability to have a strong desire to push ahead and to achieve desired results.
D) Self Starting Ability (Low Risk) — The ability to get things done without the need for constant supervision.
E) Motivation Index (Low Risk) — The ability to direct one's energy with a sense of purpose and direction.

Sales Screen SYNOPSIS

CAPACITY	LOW RISK	SITUATIONAL RISK	CONDITIONAL RISK	REAL RISK
EMPATHY				
Intuitive Insight	✓			
Attitude Toward Others	✓			
Evaluating Others	✓			
Persuading Others	✓			
Relating With Others	✓			
HANDLING REJECTION				
Self Esteem	✓			
Self Assessment	✓			
Self Confidence	✓			
Self Control	✓			
Sensitivity To Others	✓			
ACHIEVEMENT DRIVE				
Goal Directedness	✓			
Results Oriented	✓			
Need To Achieve	✓			
Social Recognition	✓			
Self Attitude	✓			
Ambition	✓			

Sales Screen SYNOPSIS

CAPACITY	LOW RISK	SITUATIONAL RISK	CONDITIONAL RISK	REAL RISK
SELF STARTING ABILITY				
Persistence	✓			
Consistency	✓			
Initiative	✓			
Role Satisfaction	✓			
MOTIVATION INDEX				
Service	✓			
Money, Material Things	✓			
Social Recognition	✓			
Personal Development	✓			
Mission	✓			
Sense Of Belonging		✓		

Sales Screen

CORE STRENGTHS

Intuitive Insight: (Empathy) (SL-1)

Low Risk

Keen intuitive insight, the ability to readily identify prospect interests and buying signals.

Attitude Toward Others: (Empathy) (SL-2A)

Low Risk

Positive, open attitude toward prospect and client needs and concerns.

Evaluating Others: (Empathy) (SL-3A)

Low Risk

The ability to identify and evaluate prospect needs, interests and concerns in a clear, well organized manner.

Persuading Others: (Empathy) (SL-4A)

Low Risk

The ability to persuade others through concern, personal obligation and mutual concern.

Relating With Others: (Empathy) (SL-5B)

Low Risk

The ability to develop discriminating, discrete relationships treating prospects and clients in a professional manner.

Self Esteem: (Ability To Handle Rejection) (SL-6A)

Low Risk

Keen sense of inner self worth creates the ability to handle difficult issues with prospects and clients.

Self Assessment: (Ability To Handle Rejection) (SL-7)

Low Risk

The ability to realistically see and understand how to utilize personal strengths in sales situations.

Sales Screen CORE STRENGTHS

Self Confidence: (Ability To Handle Rejection) (SL-8H)

Low Risk

Focus and attention on developing a confident social and role image and realistic role expectations.

Self Control: (Ability To handle Rejection) (SL-9)

Low Risk

The ability to maintain composure in difficult prospecting, interview or closing situations.

Sensitivity To Others: (Ability To handle Rejection) (SL-10A)

Low Risk

The ability to be open to prospect and client needs and interests without becoming too involved.

Goal Directedness: (Drive) (SL-11A)

Low Risk

Driven by a need to fulfill goals and plans generated primarily by personal ideals and ambitions.

Results Oriented: (Drive) (SL-12C)

Low Risk

Driven by a need for independence and innovative conditions as well as by the need for concrete results.

Need To Achieve: (Drive) (SL-1 A)

Low Risk

Strongly driven by a need to achieve recognition and attention to confirm self worth.

Social Recognition: (Drive) (SL-14A)

Low Risk

Driven by the need to attain social and role recognition as well as social power.

Sales Screen

CORE STRENGTHS

Self Attitude: (Drive) (SL-15)

Low Risk

Driven by a strong sense of personal optimism, a belief that the best can and will happen.

Ambition: (Drive) (SL-16A)

Low Risk

Driven by a compulsive need to attain personal goals and ambitions.

Persistence: (Self Starting Ability) (SL-21A)

Low Risk

Strong personal commitment to stay on track and complete goals and tasks regardless what happens.

Consistency: (Self Starting Ability) (SL-22C)

Low Risk

The ability to feel confident and competent about staying on track even in difficult times.

Initiative: (Self Starting Ability) (SL-2 B)

Low Risk

The ability to forge ahead even though one feels comfortable with things as they are.

Role Satisfaction: (Self Starting Ability) (SL-24A)

Low Risk

A strong and realistic confidence about one's ability to perform to potential.

Service: (Motivation) (SL-25A)

Low Risk

Motivated by a strong desire to help others and meet their needs and concerns.

Sales Screen CORE STRENGTHS

Money, Material Things: (Motivation) (SL-26C)

Low Risk

Motivated by a strongly independent need to do things which have unconventional, novel and potentially creative results.

Social Recognition: (Motivation) (SL-27A)

Low Risk

Highly motivated by a desire to receive social and role recognition, status and attention.

Personal Development: (Motivation) (SL-28)

Low Risk

Motivated by the need to develop and maintain a constant and clear sense of where one is going in life.

Mission: (Motivation) (SL-29A)

Low Risk

Motivated by a compulsive need to attain personal goals and ambitions.

Sales Screen
DEVELOPMENT COMMENTS

Sense Of Belonging: (Motivation) (SLS-30B)

Situational Risk

Doubts and questions about inner self worth can generate too much concern about what others expect, think and say.

Sales Screen INTERVIEW GUIDES

Sense of Belonging: (Motivation)

Problem Area

A tendency to self depreciate and not give themselves enough credit can generate a susceptibility to fear not living up to either their expectations or to the expectations of others. This inner uncertainty can lead to excessive concern about what others expect or think and say.

Interview Notes

The interview should focus on an examination of the effect of inner self doubts on their ability to accomplish what they set out to do:

1. Require them to interview you and convince you about the value of your product or service. Aggressively challenge them every step of the way.
2. Describe the challenges and obstacles in the selling of your products or services. Be blunt and honest.