



TD-12 CORE*SALES

Screening Assessment

Suitable for

- Assessing applicants for sales job

Applications

- Recruitment screening

Test format

- Online questionnaire
- 18 minutes

Overview

CORE*SALES estimates a person's likely success in a sales role. It is based on the 'Sales Personality Impact Model' which highlights 6 personality traits that typically impact sales success and long-term tenure.

Uniquely, CORE*SALES assesses both 'bright' (performance) and 'dark side' (derailment) traits, combining the results to give hiring managers extra insight.

Use

CORE*SALES is an excellent choice to screen applicants for sales roles.

Measures

- Sales Impact:** Sales Drive; Persuasiveness
- Sales Control:** Organisation; Compliance
- Sales Survival:** Career Orientation; Resilience

In-built response style indicators help identify attempts to manipulate responses.

Reports

3 page CORE*SALES report, written in user-friendly terms. Report interpretation training is provided free to all users of CORE*SALES.



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How it looks

