
The Hiring Suite®

CONFIDENTIAL REPORT ON

Jones, Jennifer

RESULTS FOR:Sales Plus®, Johnston Index®

Metro Office Supply

Wednesday, July 23, 2008

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 Metro Office Supply
EXTENDED REPORT

Client:METOFF
 Branch:MAIN

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Name:	Jones, Jennifer	Phone:	
Address:		Work Phone:	
City:			
County:		Position:	PHONE SALES REP.
State:		Administrator:	
Zip:		Date Administered:	10/5/2004
Country:		Date Graded:	10/5/2004 12:00:00 PM

SALES PLUS® - MAX SCORE=30 (CGM: CS-23 SS-20 MK-22 ORG-21 MOT-15 COM-19)

The distortion scale deals with how candid and frank the respondent was while taking this assessment. The range for this scale is 1 to 9, with higher scores suggesting greater candor. The letter I indicates the test is invalid due to too many unanswered questions.

The distortion score on this assessment is 9 .

Customer Sensitivity :	19
Sales Skills :	20
Marketing Knowledge :	25
Organization :	20
Motivation :	23
Competitiveness :	18

JOHNSTON INDEX®

Problem Solving :	7
Mathematics :	10
Vocabulary :	6
Spelling/Proofing :	9

Johnston Index Custom Profiles

Sales Plus®

SKILL AREAS:

Customer Sensitivity	19
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The applicant has a fairly good understanding of the necessity to be sensitive to the customer's needs. A review of employee attitudes toward the customer is recommended.

Sales Skills	20
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The applicant has a good grasp of skills needed in handling retail sales situations. A review of sales techniques would increase closing ratio.

Marketing Knowledge	25
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The applicant has an excellent understanding of retail marketing practices.

PERSONALITY TRAITS:

Organization	20
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Healthy attitude concerning planning and organization.
Likes to work towards established goals.
Completing routine reports considered part of work day.

Motivation	23
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Will probably be motivated by bonus or commission offer.
Needs attention and praise from superiors.
Likes to be singled out for completed tasks and may seek projects to attain this purpose.

Competitiveness	18
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Values harmony and maintenance of friendliness.
Sees competition between team members as healthy motivator.
Will compete on "low-key" basis.

Johnston Index®

Problem Solving	7
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- > Good ability to solve problems.
- > May need some review when encountering unfamiliar situations or circuitous data for the first time.

Mathematics	10
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- > Adept at solving mathematical problems of a complex nature.
- > When introduced to new tasks requiring numerical reasoning, this person assimilates the new data quickly and easily.

Vocabulary	6
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- > Good vocabulary skills.
- > Should be able to communicate thoughts and needs and adequately express ideas in oral or written form.

Spelling/Proofing	9
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- > Superior spelling and proofreading ability.
 - > Can quickly scan printed material and data with accuracy.
 - > Written communications will contain few, if any, spelling errors.
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