

Extended Report

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Jones, Jennifer

| | | |
|------------|--------------------|--------------------|
| Address: | Phone: | |
| City: | Work Phone: | |
| County: | Position: | PHONE SALES REP. |
| State Zip: | Administrator: | |
| Country: | Date Administered: | 10/05/2004 |
| | Date Graded: | 10/05/2004 12:00 P |

JOHNSTON INDEX®

| | |
|-------------------|----|
| Problem Solving | 7 |
| Mathematics | 10 |
| Vocabulary | 6 |
| Spelling/Proofing | 9 |

Custom Patterns

METROSR = 97

SALES PLUS®

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 | 25 |
| Competitiveness | 18 |

Extended Report (Jones, Jennifer)**SALES PLUS®****SKILL AREAS:****Customer Sensitivity 19**

- > 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

- > 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

- > The applicant has an excellent understanding of retail marketing practices.

PERSONALITY TRAITS:**Organization 20**

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

Motivation 23

- > 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

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

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Problem Solving 7

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

Mathematics 10

- > 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

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

Spelling/Proofing 9

- > 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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