

Business-to Business Sales EssentialsSM Report

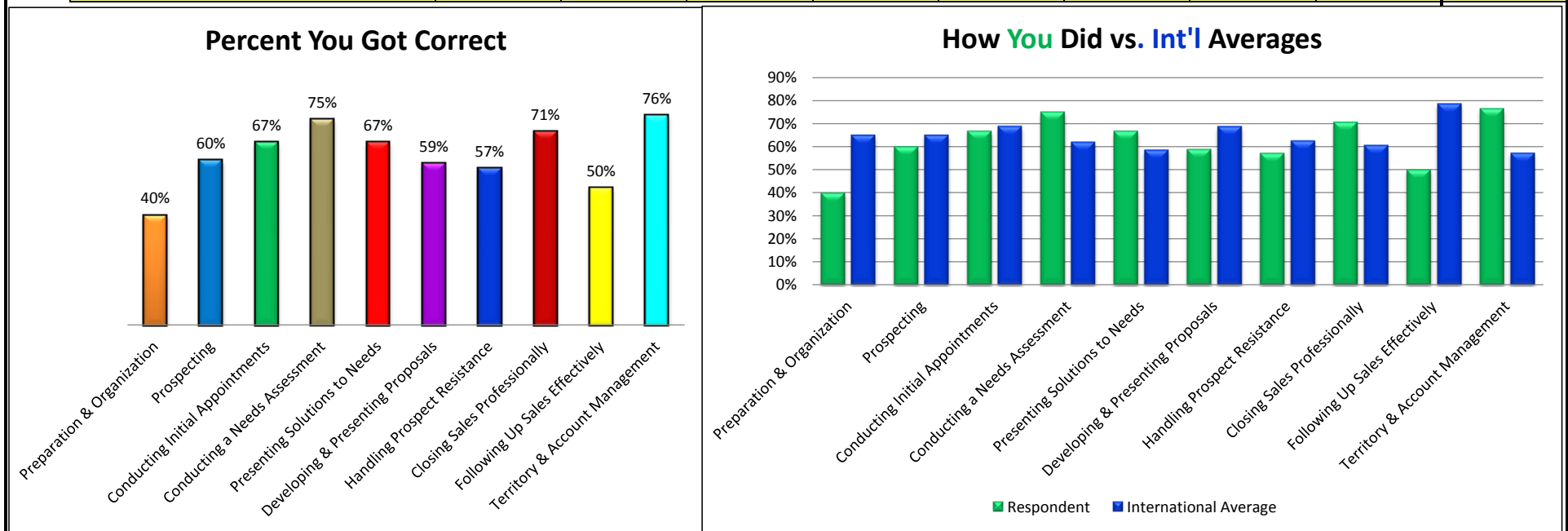
Name: *Sammy Salespro*

Organization: *Acme Sales*

Years in Sales / in B2B Sales: *12 / 5*

Date Completed: *9/13/2017*

Column Number →	1	2	3	4	5	6	7	8	9	
Competency Measured	% You Got Correct	% your Group Got Correct	% Int'l Group Got Correct	Highest Possible Score	Your Score	Your Group's Score	Avg. Min.to Complete	Int'l Average Score	Your Relative Strength	
1	Preparation & Organization	40%	72%	65%	15	6	10.75	5	9.75	NEED
2	Prospecting	60%	54%	65%	25	15	13.50	6	16.25	SOLID
3	Conducting Initial Appointments	67%	82%	69%	12	8	9.88	3	8.26	SOLID
4	Conducting a Needs Assessment	75%	71%	62%	32	24	22.75	7	19.84	STRENGTH
5	Presenting Solutions to Needs	67%	61%	59%	33	22	20.00	7	19.32	STRENGTH
6	Developing & Presenting Proposals	59%	53%	69%	17	10	9.00	5	11.69	NEED
7	Handling Prospect Resistance	57%	61%	63%	35	20	21.25	10	21.88	SOLID
8	Closing Sales Professionally	71%	71%	61%	17	12	12.13	4	10.30	STRENGTH
9	Following Up Sales Effectively	50%	53%	79%	24	12	12.75	8	18.86	NEED
10	Territory & Account Management	76%	76%	57%	34	26	25.88	4	19.46	STRENGTH
Totals for Your Assessment		64%	65%	64%	244	155	157.88	59	155.61	SOLID



Reading your report:

- Column 1** lists the percentage of questions you got right on each task.
- Column 2** shows the *average percentage correct* achieved by the group to which you belong (requires 5 or more in group; otherwise this is your score).
- Column 3** is the average percent correct score achieved by all people who have taken this assessment.
- Column 4** is the highest possible correct score which could be achieved for the competency being measured.
- Column 5** reflects the number of correct answers you provided on the assessment for the competency being measured.
- Column 6** reflects the average number of correct scores which those from your organization achieved for the competency being measured (requires 5 or more people in the group).
- Column 7** reflects the number of minutes taken to complete each section of the B2B Sales Essentials Assessment.
- Column 8** reflects the average number of correct scores which all takers of this assessment achieved.
- Column 9** indicates your relative strength or need in a competency based on your comparison to the international participant base.