



SPPP (Salesperson Personality Profile)

Vitals

No. of questions: 147 plus additional questions
Question type: Self-assessment, Interactive, Scenario
Estimated completion time: 40 minutes
Shorter versions of assessment: Not available
Purpose: Assesses whether a person has the skills, traits, and knowledge to make it in the field of sales.
Application: HR testing (screening and training)

Features

The Sales Personality Test is designed to assess certain aspects of a person's personality and skills that could help him or her land a successful career in sales. The assessment is meant to help you understand the test-taker's strengths and to identify areas in which he or she may need additional training.

Report includes:

Introduction: An overview of the field of sales.

General score: Sales aptitude score

Results include an interpretation for 37 subscales, and the 5 sub-factors below:

- **Soft Skills:** Ability to effectively relate to and deal with customers.
- **Success Orientation:** Assesses a person's attitude and approach to success.
- **Mental Toughness:** Ability to cope with the ups and downs that are common in a sales career.
- **Organizational Skills:** Evaluates the structure of a person's work approach and the ability to maintain a neat work environment.
- **Sales Ability:** Evaluates the level of a person's knowledge of the sales process.

Advice: Helpful tips on how a person can improve his or her selling skills.

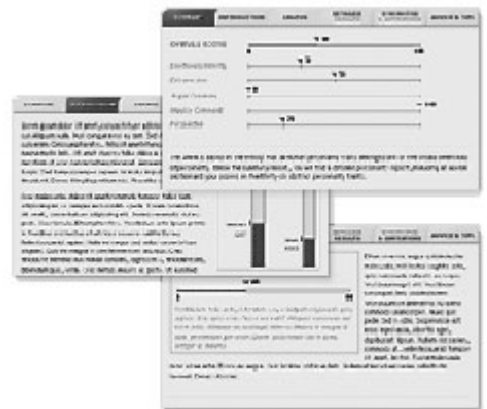
Contact Us

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According to the Occupational Outlook Handbook, competition for jobs in sales is very common. The best job positions tend to go to individuals with college degrees, good technical knowledge, and the right personality traits.

Pricing: All tests available through ARCH Profile are priced on a per-use basis. Volume discounts are available.

For more information on pricing and any other queries, please see the contact info listed at the bottom of the page.



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