# PMaps Sales Assessment™

**Purpose:** *Assesses desired orientation for sales. Construct comprises sets of behaviour displayed in all sales related activities that pertain to understanding the latent need of the consumer, keenness to approach and interact with people, build rapport, highly competitive outlook, ability to handle rejections positively with desired motivation towards sales.*

**Benefit:** *Fitment of hire with job roles like direct, channel or Tele sales, Relationship management & other type of sales related job.*

## Test Construct:

- **No of items:** 37
- **No of Question Bank Used:** 4 sub Q-Bank
- **Question Type:** Situational, Customised as per industry type
- **Estimated completion time:** 30 Min
- **Shorter version of assessment**: Available
- **Recommended age level:** + 18,
- **Qualification:** Min SSC/HSC
- **Norm Group:** BFSI/ Pharma/ e-Commerce

## Features:

- **Benchmark: Industry wise**
- **Fitment:** Select or Not Select
- **Group comparison:** Available
- **Delivery:** Web based
- **Mode:** Proctoring/Non Proctoring
- **Report:** Customised
- **Registration:** Customised
- **Branding:** Available
- **Interface**: Multilayered

## Benefits:

- Compare candidate against inter/ industry benchmark
- Assess: Pass or Trainable or Fail
- Assessment on the fly
- No need for manual invigilation
- Easy to understand report
- Capture vital employees details
- Dedicated interface for HR/Training team
- Integrate assessment record with your ATS

## Scales Description:

| | |
|---|---|
| **Perspective Taking** | **Ability to understand the present circumstances and mental state of the person and determine the appropriate course of action.** |
| **Positivity** | **Ability to bounce back even in the face of apparent failure.** |
| **Motivation** | **Highly goal oriented and strive for success by achieving related goals.** |
| **Ambiversion** | **A bit of both – a good listener as well as an efficient speaker.** |

**Application:**
* Pre Employment
* Training

**Vital Statistics:**
* N=7k +
* Reliability: .78*
* Validity: Face validity

*Above reliability is for a heterogeneous test design comprising other sub tests*

***PMaps Sales Assessment Scale:***
* Perspective Taking
* Positivity
* Motivation
* Ambiversion

**Contact us today to book a demo:**
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