

## Sales Aptitude Assessment Questions

The following questions are to determine what type of sales person you are and where you fit in our sales organization. We want to make the right decision for the both of us and enjoy a good working relationship.

NAME \_\_\_\_\_

POSITION \_\_\_\_\_

STRATEGIC PARTNER \_\_\_\_\_

TELEPHONE (      ) \_\_\_\_\_ DATE \_\_\_\_\_

Please answer the questions as honestly as possible. Think about your answers before answering.

Please choose 1 answer per question that best fits your sales style.

### QUESTION # 1

As a sales person, what do YOU sell FIRST on a sales call ?

- 1 - The fine reputation of the company you work for
- 2 - The great service or product you are selling
- 3 - The reasonable price for the product or service
- 4 - Your personality, your style, yourself

### QUESTION # 2

When talking about the \$\$ amount of the service or product you're selling the WORD YOU would use is :

- 1 - Cost
- 2 - Price
- 3 - Investment
- 4 - Total