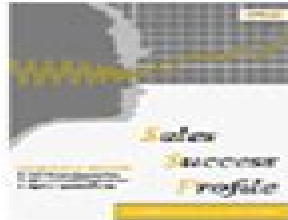




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The National Sales Aptitude Test™



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The Sales Success Profile® measures selling skills, not personality. It is easy to modify personality traits, however difficult it is to change personalities. Selling skills are trainable, however, it is important to know what level of skills you already have and what areas you need to enhance or learn to become more effective in your sales position.

The Sales Success Profile® is a 50 question multiple choice sales skills test that measures 13 critical skills. Not personality. You will be compared to over 300,000 other salespeople. Simply complete the questionnaire with 50 questions. When you complete the test and click on submit, your answers will be forwarded to our test center. You will receive an instant email confirming the receipt of your test answers and instructions of the next step.

Sales Background Information

Please complete the following to provide some background information on your past sales experience. This will help us better understand what has led to your strengths and weaknesses, so we can provide a more complete assessment of your sales skills.

- A. How many years of sales experience do you have?
- B. How many years of sales management experience do you have?
- C. In previous sales jobs, how were you paid? (choose all that apply)
- ☐ Salary Only

Sales Success Profile Test Answers

**Ante Mandić,Rui Alexandre
Castanho,Uglješa Stankov**



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