



## SALES \$UCCESS PROFILE®

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### The National Sales Aptitude Test™



### *Your Secret Weapon to Increasing Your Sales!*

**IMPORTANT NOTICE:** The Sales Success Profile® has been designed to provide valuable information about your sales skills and abilities. It helps pinpoint your strengths and weaknesses. This Profile identifies areas such as your ability to overcome objections and your ability to close (a total of 13 skill areas of the sales process). The results of this Sales Success Profile can be used by your team leaders and/or employer to help improve your ability to sell by providing additional training in the areas where you need help. By completing this Profile you expressly agree that your answers may be evaluated and that the results of this evaluation may be released to the company or agency that requested you to complete this profile.

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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.

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### 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)

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# Sales Success Profile Test Answers

**DP Hallahan**



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web the bending moment  $m_x$  at any point  $x$  along the beam can be found by using the following equations bending moment

diagrams are simply plots of the bending moment on the y axis versus the position of various points along the beam on the x axis thus the following is the generalized bending moment diagram for the beam shown above

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web values of the bending moment obtained from the experiment are presented in the table all the data is presented in the graph the graph of the theoretical bending moment is showing directly proportional indicating that when load is

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