



SALESMAX COMPATIBILITY SURVEY

This survey is designed to help our prospects and clients determine the fit of SalesMax as a selection and development assessment for their organization's sales role. Please complete this survey with your organization's sales process in mind.

Statement	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
Energy					
Our sales role requires a high level of energy.					
Our sales role calls for a high level of activity and visible effort.					
Follow Through					
Our salespeople are expected to follow through on their commitments to prospects and clients.					
Our salespeople must be consistently dependable in their efforts to complete tasks.					
Optimistic					
Our salespeople need to have a positive vision and a confident outlook to achieve sales success.					
Our salespeople must be able to withstand adversity in their sales role.					
Resilience					
Our salespeople will face rejection in the sales process.					
Our salespeople must be able to handle negative feedback from clients.					
Our salespeople must be able to deal with negative feedback from their manager.					
Assertive					
Our sales role requires a confident sales presence in front of prospects and clients.					
Our salespeople must be able to ask for the order.					
Social					
Our sales role requires an outgoing type of person.					
Our sales role calls for a high level of client contact.					
Expressive					
Our sales role calls for an easy, open conversational type of person.					
Our salespeople are expected to display enthusiasm when working with prospects and clients.					
Serious Minded					
Our salespeople are expected to behave in a businesslike and professional manner.					
Our salespeople must make sound decisions and not take unnecessary risks.					

Statement	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
Self-Reliance					
Our sales role calls for the salesperson to be a self-starter.					
Our sales role expects the salesperson to assume responsibility for his/her success.					
Accommodating					
Our sales role expects that our salespeople will work for win-win sales outcomes.					
Our salespeople must be assertive, but not overly competitive, disagreeable or aggressive.					
Positive About People					
Our sales role expects our salespeople to have a balanced outlook regarding people and their intentions.					
Prospecting/Pre-Qualifying					
Our salespeople must be able to identify qualified sales prospects.					
First Meetings / First Impressions					
Our salespeople must recognize the importance of first impressions in initiating positive and productive sales relationships.					
Probing / Presenting					
Our salespeople must develop a clear understanding of our prospects and/or clients specific needs.					
Overcoming Objections					
Our salespeople are expected to do problem solving with prospects and clients and overcome objections.					
Influencing/Convincing					
Our sales role involves convincing our prospect and/or client of the value of company products and/or services.					
Closing the Sale					
Our salespeople must be skilled at negotiating and closing the sale.					
Total					
Number of check marks for each column. 22 or more checks in the Strongly Agree and/or Agree column suggest SalesMax is a fit with your sales role.					