

Situational Judgment Test – Sales

What is it?

Situational Judgment Test - Sales consists of attitudinal, behavioral, and situational questions aimed at assessing the candidate's ability to problem solve and use appropriate judgment while performing the sales function. The test is a general indicator of the individual's ability to persuade prospects and existing customers to purchase specific products and/or services.

What Competencies Does It Assess?

- Customer Focus
- Drive and Persistence
- Listening Skills
- Sales Strategies

Benefits of the SJT-Sales:

- **Simplicity:** simple to use, easy to understand.
- **Online:** 100% cloud-based; data safe and secure.
- **Technology Platform:** the profile forms part of the PsyMetrics Assessment Platform.
- **Control:** Clients have full control over their PsyMetrics system and process.
- **Cost Effective:** Flexible costing structure.
- **PsyMetrics:** In addition to the SJT-Sales profile access 25 other assessment tools from the same platform.
- **Application:** Screening, selection, promotion, & development
- **Input-Throughput-Output:** Approx. 20 minutes to complete, instant report generation and rigorous reporting.

SJT Training

Training can be provided to clients or consultants if required, however it is not mandatory.

Additional information can be sourced by contacting the Johannesburg office on +27 (0) 10 143 0176 or emailing info@biooss.com.

For more information on the SJT-Sales or a free consultation please contact info@biooss.com or call 010 1430176.