

**Persuasive Sales**
**Sample Report**
**About this report:**

The Quick Screen shows whether or not this individual has the hard-wired strengths and abilities to perform the critical job behaviors necessary for success in this particular job. The individual's strength is indicated by the circle and how close it is to either end of the scale. This information can quickly identify those candidates that are unlikely to be successful, without the need for interviews or reviewing resumé's. By screening them out early, the company can focus on the candidates that are most likely to be successful hires for this job. Once you have screened out the potential bad hires, use the Job Report and BestWork's behavioral event-based Interview Questions to learn more details about your candidate's performance capabilities.

<b>Capability</b>						<b>Capability</b>					
CANNOT MOVE PROSPECTS TO MAKE BUYING DECISIONS; CANNOT CLOSE SALES					O		CAN MOVE PROSPECTS TO MAKE BUYING DECISIONS & CLOSE SALES				
PRODUCT SALES					O		COMPLEX/SOLUTION SALES				
DOES NOT CONTROL THE SALES PROCESS					O		CONTROLS THE SALES PROCESS				