

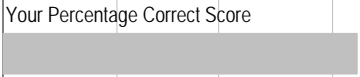
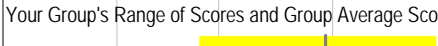

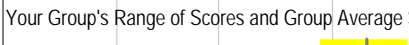

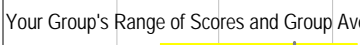





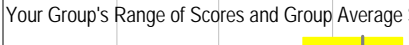




Your Knowledge for Sales v 4.2 Assessment Results


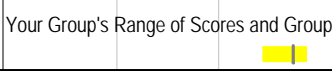


Name: DOE, JANE

Organization: Edge Training Systems, Inc.

International
Percentile
Rank

Strengths
and Needs

| Task | Percentage Correct | 0% 25% 50% 75% 100% | International Percentile Rank | Strengths and Needs |
|---|--|---|--|---------------------|
| Closing Incorrect answers given to questions: 34,40 | Number of Questions = 11 Questions Attempted = 11 Questions Correct = 9 Percentage Correct = 81.8% | Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score  | You scored as well as or better than 94.2 percent of all others taking this assessment. | Okay |
| Communicating Effectively Incorrect answers given to questions: 4,18 | Number of Questions = 15 Questions Attempted = 15 Questions Correct = 13 Percentage Correct = 86.7% | Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score  | You scored as well as or better than 95.3 percent of all others taking this assessment. | Strength |
| Customer Service Incorrect answers given to questions: 35,81 | Number of Questions = 11 Questions Attempted = 11 Questions Correct = 9 Percentage Correct = 81.8% | Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score  | You scored as well as or better than 98.4 percent of all others taking this assessment. | Okay |
| Ethics Incorrect answers given to questions: 30 | Number of Questions = 11 Questions Attempted = 11 Questions Correct = 10 Percentage Correct = 90.9% | Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score  | You scored as well as or better than 99.9 percent of all others taking this assessment. | Strength |
| Handling Objections Incorrect answers given to questions: 41,85,87 | Number of Questions = 14 Questions Attempted = 14 Questions Correct = 11 Percentage Correct = 78.6% | Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score  | You scored as well as or better than 98.4 percent of all others taking this assessment. | Okay |
| Identifying Needs Incorrect answers given to questions: 28,31 | Number of Questions = 13 Questions Attempted = 13 Questions Correct = 11 Percentage Correct = 84.6% | Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score  | You scored as well as or better than 95.1 percent of all others taking this assessment. | Okay |
| Planning Incorrect answers given to questions: 15,46,95 | Number of Questions = 13 Questions Attempted = 13 Questions Correct = 10 Percentage Correct = 76.9% | Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score  | You scored as well as or better than 93.9 percent of all others taking this assessment. | Okay |
| Prospecting Incorrect answers given to questions: 50,97 | Number of Questions = 12 Questions Attempted = 12 Questions Correct = 10 Percentage Correct = 83.3% | Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score  | You scored as well as or better than 97.1 percent of all others taking this assessment. | Okay |

| | | | | |
|---|--|---|--|-------------|
| Sales Presentations Incorrect answers given to questions: 9,24,73,80,90,92 | Number of Questions = 20 Questions Attempted = 20 Questions Correct = 14 Percentage Correct = 70.0% | Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score  | You scored as well as or better than 88.8 percent of all others taking this assessment. | Okay |
| TOTAL | Number of Questions = 120 Questions Attempted = 120 Questions Correct = 97 Percentage Correct = 80.8% | Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score  | You scored as well as or better than 99.8 percent of all others taking this assessment. | |

◆ Mapping a Development Course

In addition to the Knowledge for Sales v 4.2 Assessment, Edge provides the following developmental resources:

e-Learning Courseware.

Edge offers an e-Learning course bundle (if purchased by your organization) that directly correlate with the core competencies measured in the Knowledge for Sales v 4.2 Assessment. Edge's online training courses feature simulated learning experiences, discovery questions to stimulate thinking, and a self-testing approach that guides users to the information they need to master key concepts and skills.

◆ A Direction for Growth

Assessing strengths is a critical step in the leadership development process. After all, you can't measure growth until you know where you stand. But it's by no means the final step. Think of this assessment as a compass that points you in the right directions for professional growth.

◆ What's Next?

- Use the form included with this report to establish objectives and chart an action plan for further development.
- Browse through the Development Center using the login information provided in the bottom left-hand corner of this report.
- Enroll in the Edge's e-Learning Leadership courses through the online Development Center.

A Few Definitions...

Your Group's Range of Scores & Group Average Score:

The gray bar graph indicates the range of percentage correct scores achieved by the other members of your group, from lowest to highest. The darker gray vertical line indicates the group's overall average score.

Percentile Rank:

Your Percentile Rank score shows how well you did to others who have taken this assessment.

Strengths and Needs:

Your performance in a particular task is deemed a Strength, Need, or Okay based on the following criteria:

Percentage Correct equal to or greater than 85 = Strength;

Percentage Correct between 70 and 85 = Okay;

Percentage Correct less than 70 = Need.

Development Center Login

Upon completing this assessment, you have access to additional resources found in the Edge Leadership Development Center online at:

<http://www.edgetraining.com/assessment/>

Use the username and password below to login and then click on the Development Center tab.

USERNAME: jane@edge.com

PASSWORD: janedoe