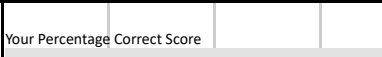
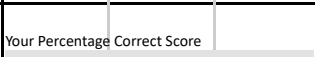
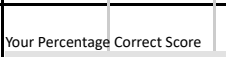
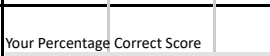
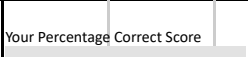


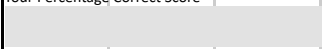
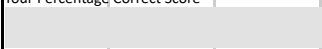
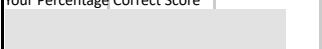


Knowledge for Sales v 4.2 Assessment Results

Participant Name: JOHN DOE

Organization: XYZ CORPORATION

Task	Percentage Correct	International Percentile Rank					Strengths and Needs	
		0%	25%	50%	75%	100%		
Closing Incorrect answers given to questions: 107	Number of Questions = 11 Questions Attempted = 11 Questions Correct = 10 Percentage Correct = 90.9%	Your Percentage Correct Score 					You scored as well as or better than 99.1 percent of all others taking this assessment.	Strength
Communicating Effectively Incorrect answers given to questions: 4, 16, 18, 19	Number of Questions = 15 Questions Attempted = 15 Questions Correct = 11 Percentage Correct = 73.3%	Your Percentage Correct Score 					You scored as well as or better than 70.5 percent of all others taking this assessment.	OK
Customer Service Incorrect answers given to questions: 55, 72, 79, 98, 118	Number of Questions = 11 Questions Attempted = 11 Questions Correct = 6 Percentage Correct = 54.5%	Your Percentage Correct Score 					You scored as well as or better than 48.5 percent of all others taking this assessment.	Need
Ethics Incorrect answers given to questions: 36, 78, 96, 105	Number of Questions = 11 Questions Attempted = 11 Questions Correct = 7 Percentage Correct = 63.6%	Your Percentage Correct Score 					You scored as well as or better than 83.7 percent of all others taking this assessment.	Need
Handling Objections Incorrect answers given to questions: 27, 47, 53, 87, 94, 106	Number of Questions = 14 Questions Attempted = 14 Questions Correct = 8 Percentage Correct = 57.1%	Your Percentage Correct Score 					You scored as well as or better than 56.8 percent of all others taking this assessment.	Need
Identifying Needs Incorrect answers given to questions: 20, 28, 31, 69, 76, 112	Number of Questions = 13 Questions Attempted = 13 Questions Correct = 7 Percentage Correct = 53.8%	Your Percentage Correct Score 					You scored as well as or better than 29.8 percent of all others taking this assessment.	Need
Planning Incorrect answers given to questions: 44, 46, 57, 59, 61, 86	Number of Questions = 13 Questions Attempted = 13 Questions Correct = 7 Percentage Correct = 53.8%	Your Percentage Correct Score 					You scored as well as or better than 39.7 percent of all others taking this assessment.	Need

<p>Prospecting</p> <p>Incorrect answers given to questions: 12, 50, 97</p>	<p>Number of Questions = 12 Questions Attempted = 12 Questions Correct = 9 Percentage Correct = 75.0%</p>	<p>Your Percentage Correct Score</p> 	<p>You scored as well as or better than 87.2 percent of all others taking this assessment.</p>	<p>OK</p>
<p>Sales Presentations</p> <p>Incorrect answers given to questions: 9, 24, 62, 80, 111</p>	<p>Number of Questions = 20 Questions Attempted = 20 Questions Correct = 15 Percentage Correct = 75.0%</p>	<p>Your Percentage Correct Score</p> 	<p>You scored as well as or better than 95.2 percent of all others taking this assessment.</p>	<p>OK</p>
<p>Total</p>	<p>Number of Questions = 120 Questions Attempted = 120 Questions Correct = 80 Percentage Correct = 66.7%</p>	<p>Your Percentage Correct Score</p> 	<p>You scored as well as or better than 76.6 percent of all others taking this assessment.</p>	

Percentile Rank

Your Percentile Rank score shows how well you did in comparison to others who have taken this assessment. Your Percentile Rank Score represents the percentage of the population you scored as well as or better than. For example, a Percentile Rank of 62 would indicate that your performance was as good or better than that of 62% of all other participants to whom your performance was compared.

The Percentile Rank score on this report was based on a comparison of your performance to that of:

All participants who have completed this assessment.

Strengths and Needs

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

Percentage Correct equal to or greater than 85 = Strength;

Percentage Correct between 70 and 85 = OK;

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

www.edgetraining.com/development

Report Produced: April 2026