

The Complete Sales Person Assessment

The Complete Salesperson Assessment (CSA) is a set of assessment instruments that provide a sales manager with valuable insights on potential candidates or existing sales personnel. Although not a replacement for a proper hiring process that includes comprehensive interviewing and diligent reference checking, it is an additional tool that may help you from hiring the wrong person – or investing in expensive sales training.

The CSA consists of 4 instruments:

The Sales Temperament Assessment

Gauges a person's overall suitability for sales and to specific types of selling situations.

The Sales Talent Fit

Determines whether your sales person's or candidate's values, behaviors and job preferences are a match for your specific sales role.

The Sales Skills Index

An objective analysis to determine how well a person understands the selling process.

The Sales Job Fit

If the job could talk, it would clearly define the knowledge, hard skills, people skills, behaviors and culture needed for superior performance.

The CSA can be sold as a complete package, or as individual sales force assessments. What's the greatest advantage of the CSA? It can prevent companies from making expensive hiring or training mistakes.