

Spann & Associates

Sales Screen

Prepared for:

Demo Sample

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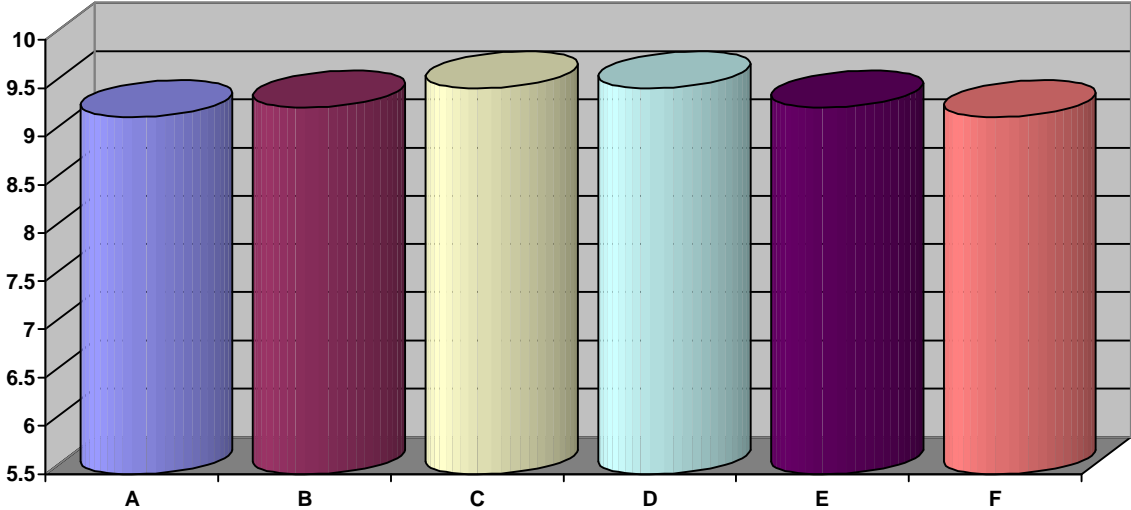
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Sales Screen

GLOBAL GRAPH



Low Risk (Excellent ability to utilize the capacity and translate the talent into decisions; reduces the potential for errors and mistakes)	8.8 to 10.0
Situational Risk (Very good ability to utilize the capacity especially in well defined areas; however, there are specific situations that can interfere with the translation into decisions)	8.5 to 8.79
Conditional Risk (Limited access to the capacity indicating actual conditions that will increase the potential for mistakes and errors and restrict the transfer into decisions)	8.2 to 8.49
Real Risk (Restricted access to the capacity indicating the ability is consistently unavailable and individuals are subject to mistakes and errors in judgment)	6.0 to 8.19

A) Empathy (Low Risk) — The ability to see, understand and relate with others.
B) Handling Rejection (Low Risk) — The ability to maintain a sense of inner self worth.
C) Achievement Drive (Low Risk) — The ability to have a strong desire to push ahead and to achieve desired results.
D) Self Starting Ability (Low Risk) — The ability to get things done without the need for constant supervision.
E) Motivation Index (Low Risk) — The ability to direct one's energy with a sense of purpose and direction.
F) Discipline For Selling (Low Risk) — The ability to work within guidelines, schedules policies and procedures to get things done.

**Sales Screen
SYNOPSIS**

CAPACITY	LOW RISK	SITUATIONAL RISK	CONDITIONAL RISK	REAL RISK
EMPATHY				
Intuitive Insight	ü			
Attitude Toward Others	ü			
Evaluating Others	ü			
Persuading Others	ü			
Relating With Others	ü			
HANDLING REJECTION				
Self Esteem	ü			
Self Assessment	ü			
Self Confidence	ü			
Self Control	ü			
Sensitivity To Others	ü			
ACHIEVEMENT DRIVE				
Goal Directedness	ü			
Results Oriented	ü			
Need To Achieve	ü			
Social Recognition	ü			
Self Attitude	ü			
Ambition	ü			

Sales Screen SYNOPSIS

CAPACITY	LOW RISK	SITUATIONAL RISK	CONDITIONAL RISK	REAL RISK
SELF STARTING ABILITY				
Persistence	ü			
Consistency	ü			
Initiative	ü			
Role Satisfaction	ü			
MOTIVATION INDEX				
Service	ü			
Money, Material Things	ü			
Social Recognition	ü			
Personal Development	ü			
Mission	ü			
Sense Of Belonging	ü			

Sales Screen

CORE STRENGTHS

Intuitive Insight: (Empathy) (SL-1)

Low Risk

Keen intuitive insight, the ability to readily identify prospect interests and buying signals.

Attitude Toward Others: (Empathy) (SL-2B)

Low Risk

Cautiously discrete attitude which helps you treat prospect and client in a professional, objective manner.

Evaluating Others: (Empathy) (SL-3B)

Low Risk

The ability to focus your thinking in the prospecting and sales process in an objective, critical manner.

Persuading Others: (Empathy) (SL-4B)

Low Risk

Clear, critical ability to present logically persuasive arguments especially in the in the interview and close.

Relating With Others: (Empathy) (SL-5E)

Low Risk

The ability to critically evaluate and professionally focus relationships with prospects and clients.

Self Esteem: (Ability To Handle Rejection) (SL-6A)

Low Risk

Keen sense of inner self worth creates the ability to handle difficult issues with prospects and clients.

Sales Screen

CORE STRENGTHS

Self Assessment: (Ability To Handle Rejection) (SL-7)

Low Risk

The ability to realistically see and understand how to utilize personal strengths in sales situations.

Self Confidence: (Ability To Handle Rejection) (SL-8H)

Low Risk

Focus and attention on developing a confident social and role image and realistic role expectations.

Self Control: (Ability To handle Rejection) (SL-9)

Low Risk

The ability to maintain composure in difficult prospecting, interview or closing situations.

Sensitivity To Others: (Ability To handle Rejection) (SL-10B)

Low Risk

The ability to treat prospects and clients in a professional, objective but critical and evaluative manner.

Goal Directedness: (Drive) (SL-11B)

Low Risk

The ability to understand the purpose of goals and plans combined with uncertainty about which goals are right.

Results Oriented: (Drive) (SL-12A)

Low Risk

Extremely results and 'now' oriented focusing time and energy on decisions which have an immediate result.

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CORE STRENGTHS

Need To Achieve: (Drive) (SL-13A)

Low Risk

Strongly driven by a need to achieve recognition and attention to confirm self worth.

Social Recognition: (Drive) (SL-14A)

Low Risk

Driven by the need to attain social and role recognition as well as social power.

Self Attitude: (Drive) (SL-15)

Low Risk

Driven by a strong sense of personal optimism, a belief that the best can and will happen.

Ambition: (Drive) (SL-16A)

Low Risk

Driven by a compulsive need to attain personal goals and ambitions.

Persistence: (Self Starting Ability) (SL-21A)

Low Risk

Strong personal commitment to stay on track and complete goals and tasks regardless of what happens.

Consistency: (Self Starting Ability) (SL-22C)

Low Risk

The ability to feel confident and competent about staying on track even in difficult times.

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CORE STRENGTHS

Initiative: (Self Starting Ability) (SL-23B)

Low Risk

The ability to forge ahead even though one feels comfortable with things as they are.

Role Satisfaction: (Self Starting Ability) (SL-24A)

Low Risk

A strong and realistic confidence about one's ability to perform to potential.

Service: (Motivation) (SL-25B)

Low Risk

Motivated by meeting service needs as a means of living up to one's own personal ideals, goals and expectations.

Money, Material Things: (Motivation) (SL-26A)

Low Risk

Motivated by money and material things and by a strong need to create practical results.

Social Recognition: (Motivation) (SL-27A)

Low Risk

Highly motivated by a desire to receive social and role recognition, status and attention.

Personal Development: (Motivation) (SL-28)

Low Risk

Motivated by the need to develop and maintain a constant and clear sense of where one is going in life.

Sales Screen
CORE STRENGTHS

Mission: (Motivation) (SL-29A)

Low Risk

Motivated by a compulsive need to attain personal goals and ambitions.

Sense Of Belonging: (Motivation) (SL-30B)

Low Risk

Motivated by a strong need to belong, to fit in with and be accepted by others.

