


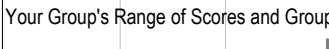

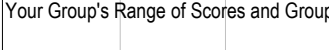

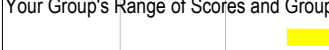

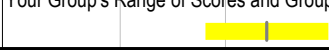
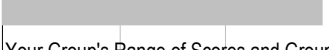
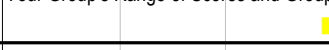
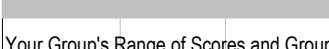
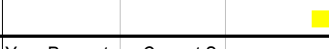
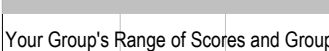
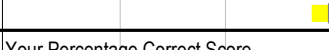
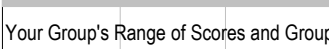
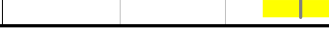
Your Knowledge For Sales v 4.1 Assessment Results





Name: DOE, JOHN S

Organization: XYZ Corporation

**International
Percentile
Rank**

**Strengths
and Needs**

Task	Percentage Correct	0% 25% 50% 75% 100%	Rank	Strengths and Needs
Closing Incorrect answers given to questions: 34,77,115	Number of Questions = 11 Questions Attempted = 11 Questions Correct = 8 Percentage Correct = 72.7%	Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score 	You scored as well as or better than N/A percent of all others taking this assessment.	Okay
Communicating Effectively Incorrect answers given to questions: 18,19,33	Number of Questions = 15 Questions Attempted = 15 Questions Correct = 12 Percentage Correct = 80.0%	Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score 	You scored as well as or better than N/A percent of all others taking this assessment.	Okay
Customer Service Incorrect answers given to questions: 35,81,98,118	Number of Questions = 11 Questions Attempted = 11 Questions Correct = 7 Percentage Correct = 63.6%	Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score 	You scored as well as or better than N/A percent of all others taking this assessment.	Need
Ethics Incorrect answers given to questions: 78,96,105	Number of Questions = 11 Questions Attempted = 11 Questions Correct = 8 Percentage Correct = 72.7%	Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score 	You scored as well as or better than N/A percent of all others taking this assessment.	Okay
Handling Objections Incorrect answers given to questions: 27,65,87,93	Number of Questions = 14 Questions Attempted = 14 Questions Correct = 10 Percentage Correct = 71.4%	Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score 	You scored as well as or better than N/A percent of all others taking this assessment.	Okay
Identifying Needs Incorrect answers given to questions: 76,114	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 N/A percent of all others taking this assessment.	Okay
Planning Incorrect answers given to questions: 46,61,119	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 N/A percent of all others taking this assessment.	Okay
Prospecting Incorrect answers given to questions: 48,50,66	Number of Questions = 12 Questions Attempted = 12 Questions Correct = 9 Percentage Correct = 75.0%	Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score 	You scored as well as or better than N/A percent of all others taking this assessment.	Okay

Sales Presentations Incorrect answers given to questions: 9,24,64,80,89,111	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 N/A <small>percent of all others taking this assessment.</small>	Okay
TOTAL	Number of Questions = 120 Questions Attempted = 120 Questions Correct = 89 Percentage Correct = 74.2%	Your Percentage Correct Score  Your Group's Range of Scores and Group Average Score 	You scored as well as or better than N/A <small>percent of all others taking this assessment.</small>	

◆ Mapping a Development Course

In addition to the Knowledge For Sales v 4.1 Assessment, Edge provides the following developmental resources:

e-Learning Courseware. Through its partnership with SkillSoft, 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 4.1 Assessment. SkillSoft 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 graphly 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: DoeJohn@company.com

PASSWORD: *****