

Quick List Reference for Sales Positions

Sales is the life blood of any organization. Investing in a sales person who does not produce can be very costly. Additionally, it is often difficult to train a person to sell if they don't have the right stuff up front. Assessments can help you evaluate your sales candidates to determine whether they are likely to be successful in your unique environment. The results for you are higher overall sales.

The following lists highlight the specific assessment products available. For additional information on each type of assessment, please refer to the respective section for that assessment type.



Pre-Hire Personality Assessments

Pre-hire Personality Profile for First-Line Supervisor Pre-hire Personality Profile for First-Line Supervisor (Spanish) Pre-hire Personality Profile for Outbound Call Center Pre-hire Personality Profile for Outbound Call Center (Spanish) Pre-hire Personality Profile for Professional Sales

Pre-hire Personality Screen For Outbound Call Center Pre-hire Personality Screen For Outbound Call Center (Spanish) Pre-hire Personality Screen For Professional Sales Pre-hire Productivity Index For Outbound Call Center Pre-hire Productivity Index For Outbound Call Center (Spanish) Pre-hire Productivity Index For Professional Sales

Employment History (Biodata) Assessments

Employment History Survey For Hourly Workers Employment History Survey For Hourly Workers (Spanish) Employment History Survey For Professionals

Coaching & Leadership Personality Assessments

Career Interest Inventory Career Interest Inventory (French) Career Interest Inventory (Portuguese) Career Interest Inventory (Spanish) Career Interest Inventory (Swedish) Career Interest Inventory For Recruiters Career Interest Inventory For Sales Managers

Computer Software Simulation Assessments

MS Excel 2000 Fundamentals Simulation MS Excel 2002 Fundamentals Simulation MS Excel 2003 Fundamentals Simulation MS Outlook 2002 Fundamentals Simulation MS PowerPoint 2000 Fundamentals Simulation MS PowerPoint 2002 Fundamentals Simulation

MS PowerPoint 2003 Fundamentals Simulation MS Windows 2000 Fundamentals Simulation MS Windows XP Fundamentals Simulation MS Word 2000 Fundamentals Simulation MS Word 2002 Fundamentals Simulation MS Word 2003 Fundamentals Simulation

Knowledge, Skills, and Abilities Assessments

Act! 4.0
Adobe Illustrator CS
Adobe PageMaker 6.5
Adobe Photoshop 5.5
Adobe Photoshop 5.5
Adobe Photoshop 6.0
Adobe Photoshop 7.0
Advertising Industry Knowledge
Business Concepts (U.S.)
Business Ethics Awareness (U.S.)
Business Math
Business Writing
Coaching
Cognitive Ability Measure
Computer Fundamentals (Mac OS 8.6)
Computer Fundamentals (Mac OS X)
Computer Fundamentals (Win 2000)
Computer Fundamentals (Win 95/98)
Computer Fundamentals (Win XP)
Customer Assistance
Data Entry Alphanumeric
English Listening Comprehension (U.S.)
English Vocabulary
English Writing Exercise
Interpersonal Communications
Listening Skills
MS Excel 2000
MS Excel 2000
Fundamentals (Interactive)
MS Excel 2002
MS Excel 2002
MS Excel 97 Essentials Simulation
MS Excel 97 Essentials Simulation

MS Internet Explorer 6.0 Fundamentals

MS Office 2002 Fundamentals
MS Office 2003 Fundamentals
MS Outlook 2000 Essentials Simulation
MS Outlook 2000 Fundamentals
MS Outlook 2000 Fundamentals
MS Outlook 2002 Fundamentals
MS Outlook 2002 Simulation
MS PowerPoint 2000
MS PowerPoint 2000 Fundamentals
MS PowerPoint 2000 Fundamentals
MS PowerPoint 2002 Essentials Simulation
MS PowerPoint 2002 Fundamentals
MS Powerpoint 2002 Essentials Simulation
MS Powerpoint 2000 Simulation
MS Powerpoint 2002 Essentials Simulation
MS Powerpoint 2002 Essentials Simulation
MS Powerpoint 2003 Simulation
MS Powerpoint 2003 Fundamentals
MS Powerpoint 2003 Fundamentals
MS Powerpoint 97 Essentials Simulation
MS Windows 2000 Simulation
MS Windows 2000 Simulation
MS Windows 2000 Spanish Simulation
MS Windows XP Essentials Simulation
MS Windows XP Essentials Simulation
MS Word 2000
MS Word 2000
MS Word 2000
MS Word 2000 Essentials
MS Word 2003 Essentials
MS Word 2003 Essentials Simulation
MS Word 2003 Essentials Simulation
MS Word 2003 Simulation
MS Word 2003 Simulation
MS Word 2003 Simulation
MS Word 2003 Simulation
MS Word 97
MS Word 97 Essentials Simulation

MS Word Pro 9.0 Essentials Simulation MS Word Pro 9.0 Simulation Market Research Marketing Concepts Marketing Strategy Math Fundamentals Meth Fundamentals Math Fundamentals (Metric) Negotiation Strategy Outbound Sales Skills Peachtree 7.0 Presentation Skills Problem Solving - Qualitative Problem Solving - Qualitative Problem Solving - Quantitative (Metric) Public Relations Industry Knowledge (U.S.) Sales Concepts (U.S.) Sales Concepts (U.S.) Sales Concepts (U.S.) Sales Concepts (U.S.) Solomon IV Solution Selling Spoken English Test Spoken Spanish Test Telephone Etiquette Time Management (U.S.) Word Processing Fundamentals WordPerfect 8.0 Essentials Simulation WordPerfect 9.0 Simulation WordPerfect 9.0 Simulation WordPerfect 9.0 Simulation WordPerfect Fundamentals (U.S.) Written English

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