



Axiometrics International, Inc.

“Changing the World and the Future”

Sales Interview Guide

Prepared for:

Demo Sample

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11/17/2005 9:16:00 PM
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Sales Interview Guide **SUMMARY**

ATTITUDES:

- Individualist, covertly does things their own way
- Optimistic about the world
- Depressive attitude about themselves
- Optimistic, positive attitude toward others
- Results, 'now' oriented attitude toward getting things done

PROBLEM SOLVING:

- Practical Problem Solver
- Good intuitive insights, 'gut instincts'
- Good analytical, conceptual thinking and organizing
- Reactive thinking, puts out fires

SELF IMAGE:

- No fear of failure, some fear of success
- Doubts and questions about what they are doing

MOTIVATORS:

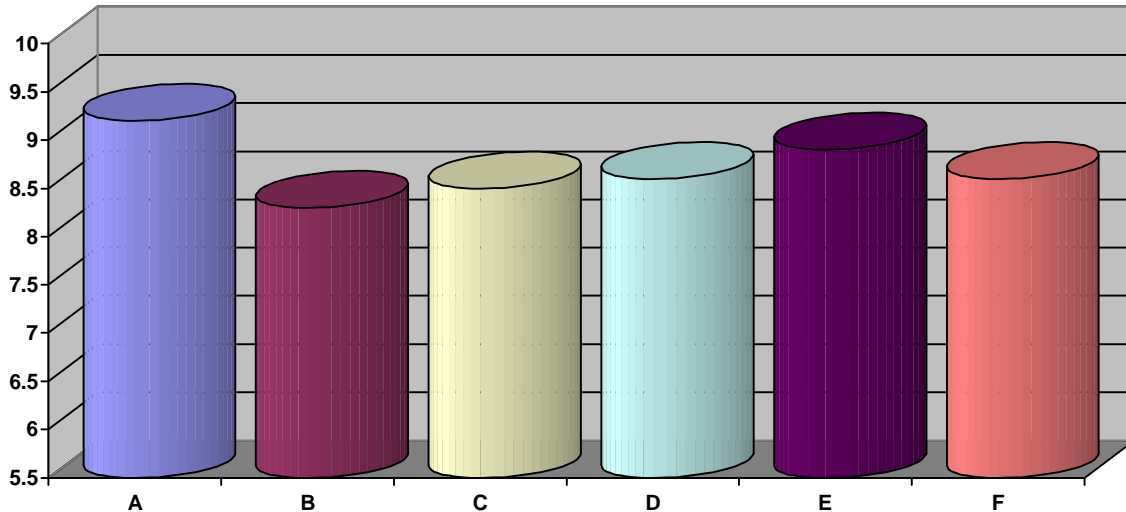
- Results, getting things done
- Money, material things
- Sense of mission, personal goals

STRESSORS:

- Indecision, uncertainty and anxiety about the future
- Frustration and anxiety about goals
- Anxiety about how others see and value them

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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 (Conditional Risk) — The ability to maintain a sense of inner self worth.
C) Achievement Drive (Situational Risk) — The ability to have a strong desire to push ahead and to achieve desired results.
D) Self Starting Ability (Situational 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 (Situational Risk) — The ability to work within guidelines, schedules policies and procedures to get things done.

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PERSONAL SALES INVENTORY

PRIORITIZED CORE STRENGTHS

1) Sense Of Belonging: (Motivation) (SL-30B)-Excellent Potential

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

2) Service: (Motivation) (SL-25A)-Excellent Potential

Motivated by a strong desire to help others and meet their needs and concerns.

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

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

4) Persistence: (Self Starting Ability) (SL-21A)-Excellent Potential

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

5) Need To Achieve: (Drive) (SL-13A)-Excellent Potential

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

6) Results Oriented: (Drive) (SL-12A)-Excellent Potential

Extremely results and 'now' oriented focusing time and energy on decisions that have a immediate result.

7) Evaluating Others: (Empathy) (SL-3A)-Very Good Potential

The ability to identify and evaluate prospect needs, interests and concerns in a clear, well organized manner.

8) Attitude Toward Others: (Empathy) (SL-2A)-Very Good Potential

Positive, open attitude toward prospect and client needs and concerns.

PRIORITIZED DEVELOPMENT COMMENTS

1) Social Recognition: (Drive) (SLS-14B)-Real Risk

Indecisiveness about what to do in current circumstances can create inconsistent burst of energy and drive.

2) Self Attitude: (Drive) (SLS-15)-Real Risk

Cautious, hesitant attitudes toward oneself can lead to unnecessary delays in decisions and actions.

3) Social Recognition: (Motivation) (SLS-27B)-Real Risk

Social frustration and role transition can generate uncertainty and indecision about one's social/role image.

4) Role Satisfaction: (Self Starting Ability) (SLS-24B)-Real Risk

Dissatisfaction, frustration and anxiety in current circumstances can lead to inconsistent actions and decisions.

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PRIORITIZED INTERVIEW NOTES

1) Social Recognition: (Drive)-Real Risk

Currently in social/role transition feeling frustrated and uncertain about what you want to do potentially leading them to miss opportunities and see the grass as greener on the other side. Remember that they are searching for a place to feel comfortable. Do not hype them. Be realistic about what you expect. Let them make the decision to pursue the job.

2) Self Attitude: (Drive)-Real Risk

Cautious, skeptical thinking can lead them to miss sales opportunities, to put off taking action until they are more certain about what is best and to either be prone to making hasty decisions or avoid difficult ones. Test their ability to realistic about their opportunities. Remember that they tend to have difficulty prioritizing and following through.

3) Social Recognition: (Motivation)-Real Risk

Tendency to be indecisive about what is best, to shift from frustration and dissatisfaction to enthusiasm can lead them to be inconsistent, to either delay following through with contacts or closing sales because they lack confidence or to loose interest and shift their focus to something else. Test their ability to stay focused and complete their tasks.