

SPQ*GOLD®

The Call Reluctance® Scale

Summary Report

Test Date: 10:21:01 AM Oct 8, 2015 to 12:16:46 PM Oct 8, 2015 GMT Standard Time

For

Sarah Sample

Strictly Confidential

All measurements are inexact. Some errors are made by the most technically advanced measurement instruments. Formally constructed, rigorously developed instruments are technically sophisticated measurement devices, and as such, are also subject to error. The assessment upon which this report is based is no exception. Although it represents a long tradition of research and development, it still remains vulnerable to error. Therefore, well-intentioned managers will use the results wisely... as training and development hypotheses, and not as hard-and-fast impersonal conclusions to be imposed upon the lives and careers of other people.



Psychscore® Product Group

Reed Global (PP)

Contrast Group: General: Recruiting

Presence/Degree

Strictly Confidential

Raw
Score

Contrast Score













Sales Call Reluctance® Imposters

Prospecting Motivation™		91	67
Prospecting Goal Level™		83	61
Prospecting Goal Diffusion™		60	64
Problem Solving		100	71

Sales Call Reluctance® Overview

Prospecting Brake™		26	34
Prospecting Accelerator™		74	66

Sales Call Reluctance® Types

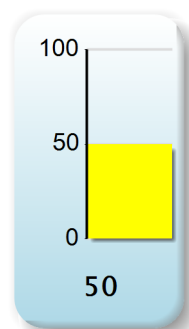
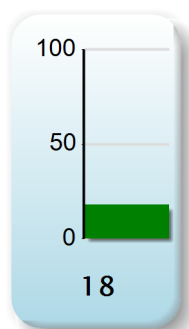
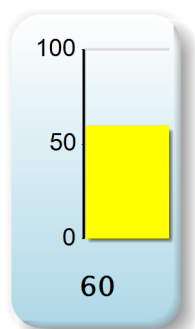
Doomsayer SalesCR™		0	11
Over-Preparer SalesCR™		11	40
Hyper-Pro SalesCR™		60	48
Stage Fright SalesCR™		13	29
Role Rejection SalesCR™		27	28
Yielder SalesCR™		22	27
Social Self-Consciousness SalesCR™		50	18
Separationist SalesCR™		28	56
Emot. Unemancipated SalesCR™		50	54
Referral Aversion SalesCR™		0	19
Telephobia SalesCR™		25	32
Oppositional Reflex SalesCR™		0	16

Attitude Toward Questionnaire (Filters)

Impression Mgmt

Hedging

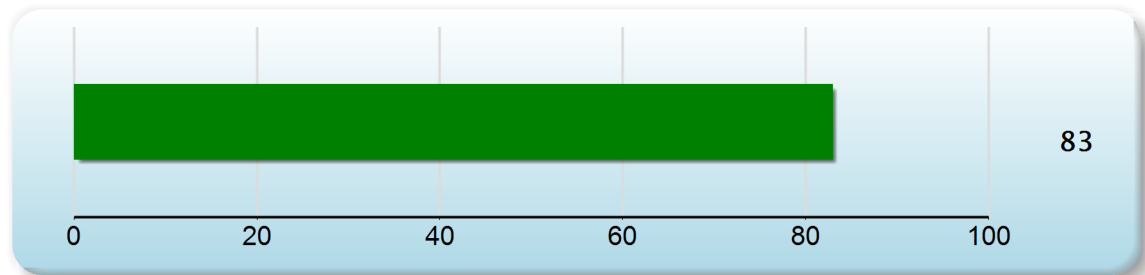
Response Consistency



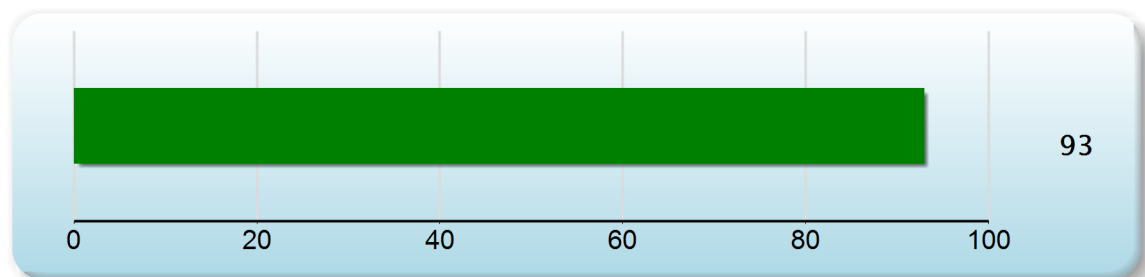
See assessment documentation for a detailed explanation of test results.

Assist™ Report

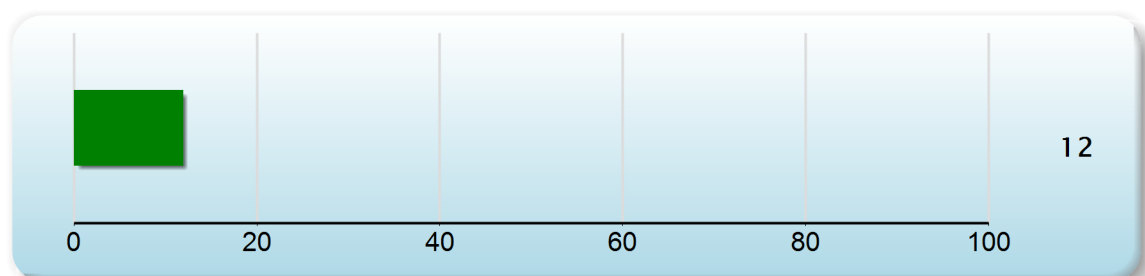
How Much?



How Soon?



What Cost?



Interview Support Guide: Critical Items

13. If you were in sales, do you think you would tend to be more comfortable prospecting for new business on the telephone or face-to-face? (If you are presently in sales, are you more comfortable prospecting for new business on the telephone or face-to-face?)

2: I would probably be more comfortable prospecting face-to-face

80. Personally, I am not very comfortable with aggressive salespeople and think that sales organizations should reward their salespeople more for the quality of the services they provide and less for the quantity of sales they close.

2: More true than false

107. Overall, which best describes your attitude toward this questionnaire?

3: It was interesting