



The APA Consultancy Sales Quiz

- Consider the quiz below.
- Tick the appropriate column to indicate whether: **all** your sales personnel possess these skills and abilities, **some** of them or **none** of them.
- Email your responses and challenge us to offer suggestions as to how we can further develop these skills in your executives.
- We can also assess these 10 skills (and more!) at interview stage and have, for over 10 years helped to nurture these qualities within existing sales teams.

ABILITIES IN OUR SALES FORCE	All Team	Some of Team	None of Team
The ability to exhibit greater persistence than average			
The ability to accept and cope with rejection			
The ability too quickly and easily establish empathy with clients and potential clients			
The ability to be proactive and "Take the Bull by the Horns"			
The ability to exhibit and maintain enthusiasm			
The ability to exhibit considerable initiative			
The ability to focus energies on achieving specific targets			
The ability to experiment and try out new ways of doing things			
The ability to be assertive and competitive			
The ability to feel comfortable with risk			

*"... How impressed we were with the accuracy of the results of the assessments... I believe the results identified certain characteristics which helped individuals to understand themselves and to put into context the dealings with other people in the work environment." – **Casson Beckman Chartered Accountants***

Call us (020 8452 7836) to find out what we can achieve in your sales department and how we can make your role as sales director even more successful:

"While we stop to think, we often miss our opportunities" - Moral Sayings 1st century BC