

# Wheebox



## Sales Litmus 4 Dimension Test

James Miller

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Date of Assessment : 2018-02-26  
Test Duration : 25 Minutes  
Time Taken : 20 Minutes 51 Seconds

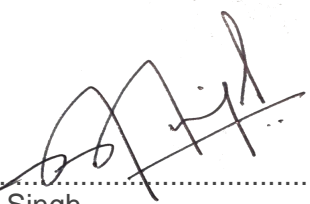


# Certificate of Achievement

**James Miller**

has successfully completed

**Sales Litmus 4 Dimension Test**

  
.....  
Sanjay Singh  
Head of Consumer Certifications



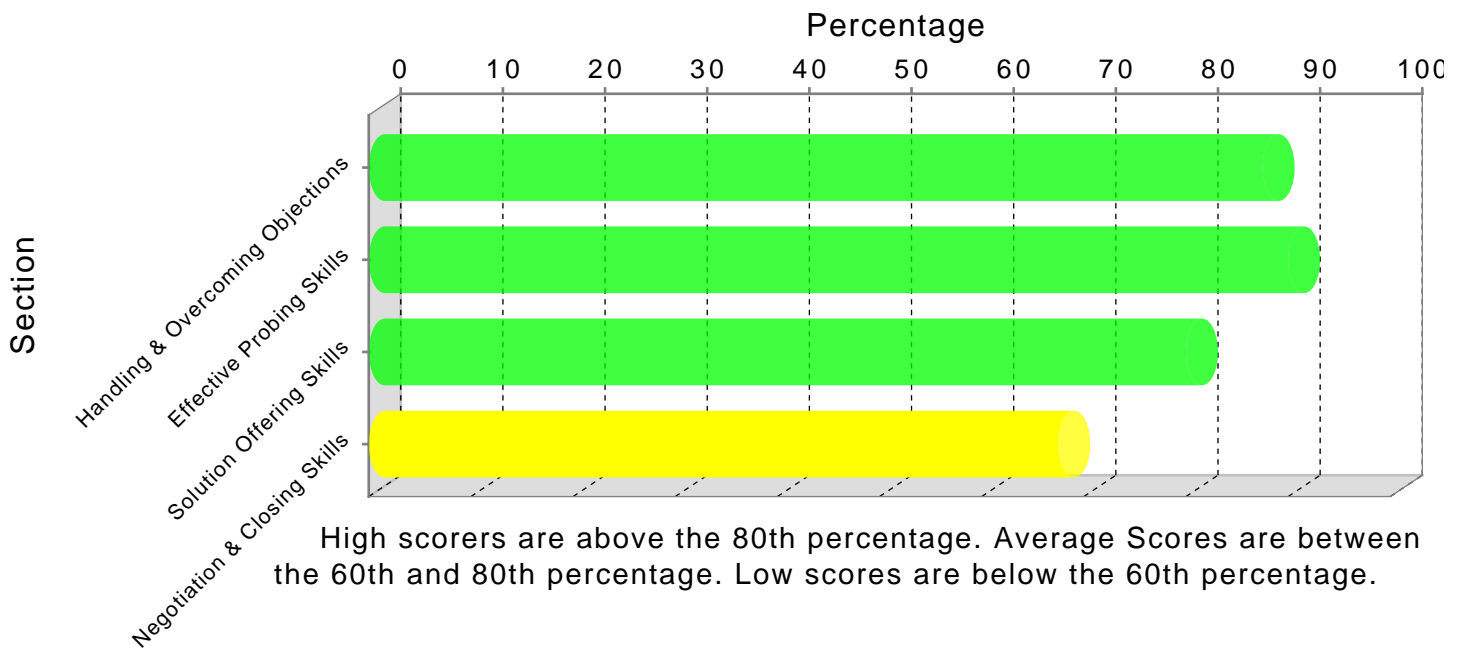
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Date of Certification: 2018-02-26  
Certificate ID: SALT41002302614  
Validate: [wheebox.com/verify](http://wheebox.com/verify)

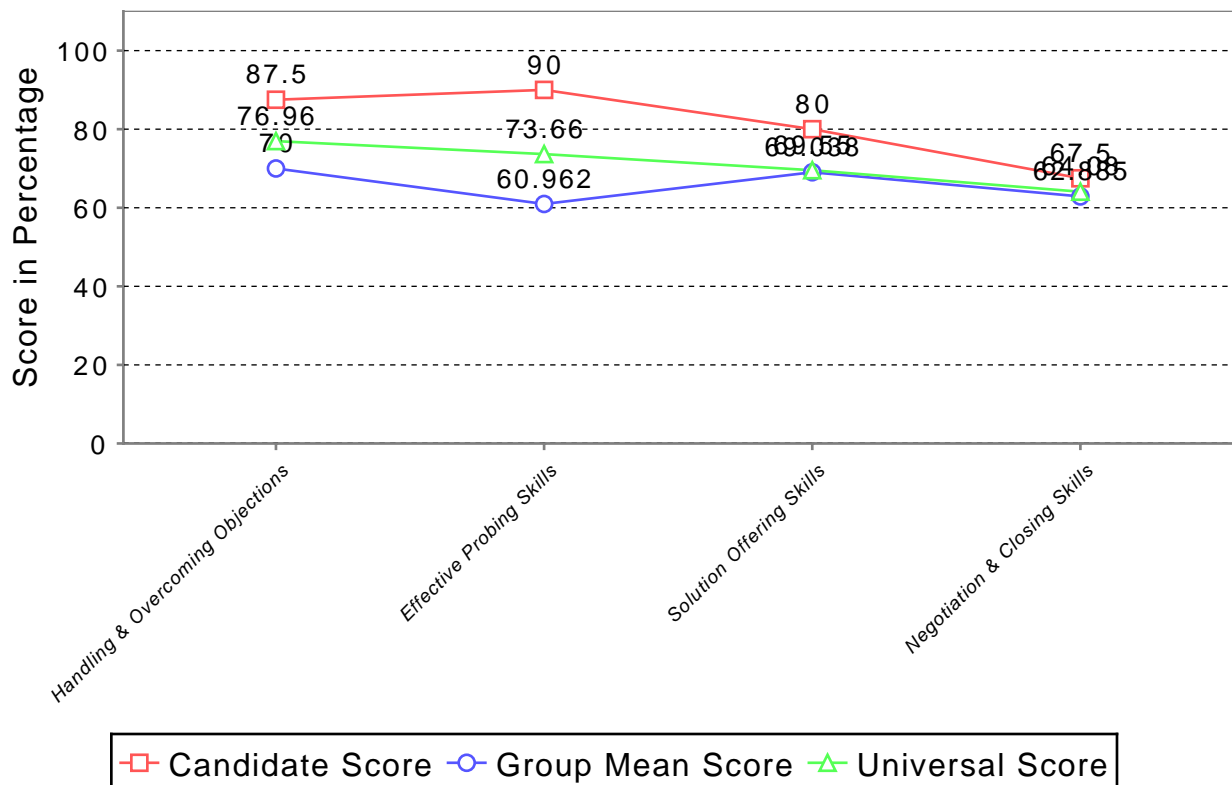




## Section Report



## Benchmark





## Handling & Overcoming Objections

<b>LOW</b>	<b>MEDIUM</b>	<b>High</b>
		Ability to answer prospect's questions in a knowledgeable manner. It also applies to the salesperson's skill in helping a prospect rationalize a purchase. Understanding what motivates prospects to consider making purchase.
		<b>Candidate Feedback</b>
		The respondent seems to be confident in handling objections, he is likely to preempt objection and be prepared to handle them. He understands the prospects psyche and is likely to tackle it with best of his ability by answering prospect's questions in a knowledgeable manner. He considers addressing prospects (customer/stake holder) questions with utmost importance.

## Effective Probing Skills

<b>LOW</b>	<b>MEDIUM</b>	<b>High</b>
		Ability to employ effective questioning technique to determine the potential for a prospect to do meaningful business with the organization. The courage to ask difficult questions with tact, and the ability to think on one's feet to formulate the correct follow-up questions displaying good listening skills every step of the way.
		<b>Candidate Feedback</b>
		The respondent seems to display confidence & courage to ask right question. He will respectfully and diplomatically challenge and re-direct questions. He thinks of how client will react, emotionally and logically. He can be either direct or smooth as required. He manages emotional involvement when things are not going well and may genuinely considers the prospect's point of view, facilitates well.



## Solution Offering Skills

LOW	MEDIUM	<b>High</b>
		<p>The skill of Solution Offering refers to the ability to determine the needs of prospect and present a solution which is most appropriate. Included in this area is the ability to learn if prospects have the authority to make the purchase, and if the purchase is within their financial means.</p>
		<b>Candidate Feedback</b>
		<p>The respondent seems to indicate fair amount of skill in solution offering with rare exception, the respondent will be proficient in identifying needs and proposing the most appropriate solution. He will probably be able to take the consultant route and demonstrate ability to ask effective questions. The respondent is able to gain trust of customers/stakeholders and demonstrate enthusiasm in whatever he takes up.</p>

## Negotiation & Closing Skills

<b>LOW</b>	<b>Medium</b>	<b>HIGH</b>
		<p>Ability to effectively represent his position on issues to gain support and buy-in from others; ability to control the sales process and move it toward closure of business on the right terms within the right time frame; generates multiple alternatives to a problem to meet the needs of other stakeholders; works to achieve win-win outcomes that others can accept; appropriately utilizes settlement strategies, such as compromise when required; ability to define and follow own sales process rather than meekly following the customer's buying process; displays decisiveness and negotiating skills to move the process to closure; confidently crafting win/win solutions.</p>
		<b>Candidate Feedback</b>
		<p>The respondent seems to articulate position and helps others understand the underlying issues and concerns. He makes effort to involve key stakeholders (e.g., customers/ stakeholders) in the development of processes and action plans to ensure the final approach reflects customer insights and has their commitment. The respondent considers the needs and perspectives of others and avoids applying pressure so that win-win outcomes can be realized whenever possible. However the respondent may struggle in identifying alternative solutions that meet the needs of all stakeholders (e.g., customers, peers, and supervisor. He seems to be aware of the "Art of closing". The respondent however may require more setup time or a willingness to push the prospect a little harder. If used wisely the respondent is likely to figure out what to say and recognize an appropriate time to attempt to "Close" the sale.</p>



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Measuring World's Talent and Skill Potential

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