



Report designed for  
**Sally Sample**

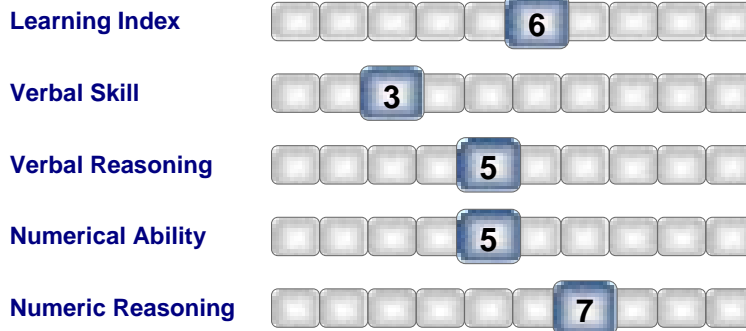
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# Profiles Sales Assessment™ Individual Graph

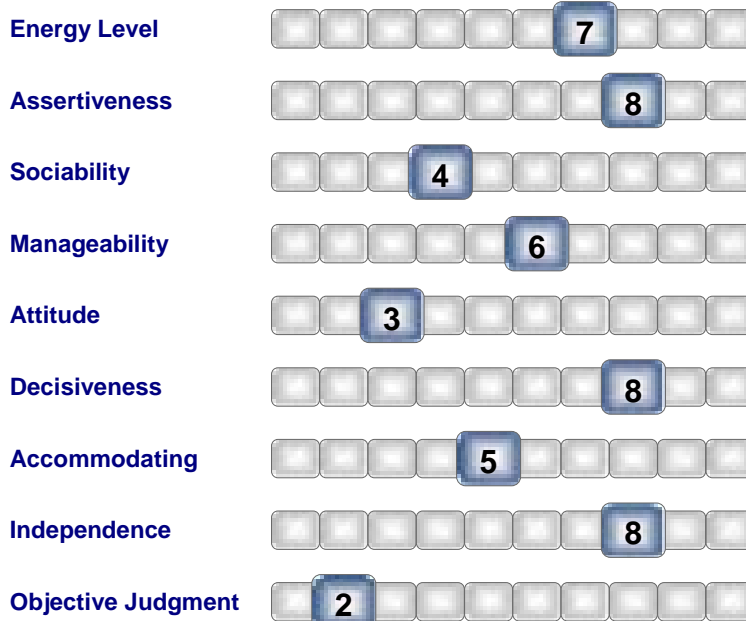
Assessment Taken: 3/25/10 Printed: 5/16/11



## Summary Graph



## Thinking Style



## Behavioral Traits

-  Enterprising
-  People Service
-  Creative

## Interests

## Scale Descriptions

### Thinking Styles

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**Learning Index** – An index of expected learning, reasoning, and problem solving potential.

**Verbal Skill** – A measure of verbal skill through vocabulary.

**Verbal Reasoning** – Using words as a basis in reasoning and problem solving.

**Numerical Ability** – A measure of numeric calculation ability.

**Numeric Reasoning** – Using numbers as a basis in reasoning and problem solving.

### Behavioral Traits

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**Energy Level** – Tendency to display endurance and capacity for a fast pace.

**Assertiveness** – Tendency to take charge of people and situations. Leads more than follows.

**Sociability** – Tendency to be outgoing, people-oriented, and participate with others.

**Manageability** – Tendency to follow policies, accept external controls and supervision, and work within the rules.

**Attitude** – Tendency to have a positive attitude regarding people and outcomes.

**Decisiveness** – Uses available information to make decisions quickly.

**Accommodating** – Tendency to be friendly, cooperative, agreeable. To be a team person.

**Independence** – Tendency to be self-reliant, self-directed, to take independent action, and make own decisions.

**Objective Judgment** – The ability to think clearly and be objective in decision-making.

### Interests

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**Enterprising** – Indicates interest in activities associated with persuading others, sales, and presenting ideas.

**People Service** – Indicates interest in activities such as helping people and promoting the welfare of others.

**Creative** – Indicates interest in activities using imagination, creativity, and original sales ideas.