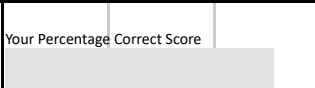
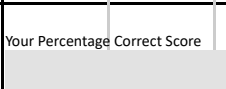
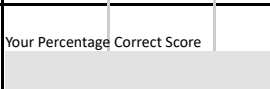
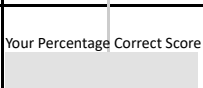
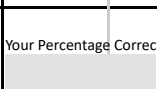
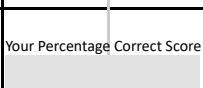
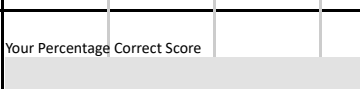


Knowledge for Sales v 4.2 Assessment Results

Participant Name: JOHN DOE

Organization: XYZ CORPORATION

Task	Percentage Correct	International Percentile Rank					Strengths and Needs	
		0%	25%	50%	75%	100%		
Closing Incorrect answers given to questions: 68, 99, 107, 115	Number of Questions = 11 Questions Attempted = 11 Questions Correct = 7 Percentage Correct = 63.6%	Your Percentage Correct Score 					You scored as well as or better than 60.2 percent of all others taking this assessment.	Need
Communicating Effectively Incorrect answers given to questions: 1, 4, 18, 19, 83, 84, 102	Number of Questions = 15 Questions Attempted = 15 Questions Correct = 8 Percentage Correct = 53.3%	Your Percentage Correct Score 					You scored as well as or better than 21.7 percent of all others taking this assessment.	Need
Customer Service Incorrect answers given to questions: 81, 98, 101, 118	Number of Questions = 11 Questions Attempted = 11 Questions Correct = 7 Percentage Correct = 63.6%	Your Percentage Correct Score 					You scored as well as or better than 75.2 percent of all others taking this assessment.	Need
Ethics Incorrect answers given to questions: 36, 58, 82, 96, 105, 120	Number of Questions = 11 Questions Attempted = 11 Questions Correct = 5 Percentage Correct = 45.5%	Your Percentage Correct Score 					You scored as well as or better than 43.7 percent of all others taking this assessment.	Need
Handling Objections Incorrect answers given to questions: 6, 14, 27, 41, 65, 71, 85, 87, 93	Number of Questions = 14 Questions Attempted = 14 Questions Correct = 5 Percentage Correct = 35.7%	Your Percentage Correct Score 					You scored as well as or better than 10.8 percent of all others taking this assessment.	Need
Identifying Needs Incorrect answers given to questions: 5, 20, 28, 31, 76, 113, 114	Number of Questions = 13 Questions Attempted = 13 Questions Correct = 6 Percentage Correct = 46.2%	Your Percentage Correct Score 					You scored as well as or better than 17.8 percent of all others taking this assessment.	Need
Planning Incorrect answers given to questions: 7, 46	Number of Questions = 13 Questions Attempted = 13 Questions Correct = 11 Percentage Correct = 84.6%	Your Percentage Correct Score 					You scored as well as or better than 98.8 percent of all others taking this assessment.	OK

Prospecting Incorrect answers given to questions: 2, 48, 50, 52, 56, 66, 74, 97	Number of Questions = 12 Questions Attempted = 11 Questions Correct = 4 Percentage Correct = 33.3%	Your Percentage Correct Score 	You scored as well as or better than 8.2 percent of all others taking this assessment.	Need
Sales Presentations Incorrect answers given to questions: 24, 37, 42, 62, 70, 73, 80, 89, 90, 91, 104	Number of Questions = 20 Questions Attempted = 19 Questions Correct = 9 Percentage Correct = 45.0%	Your Percentage Correct Score 	You scored as well as or better than 23.7 percent of all others taking this assessment.	Need
Total	Number of Questions = 120 Questions Attempted = 118 Questions Correct = 62 Percentage Correct = 51.7%	Your Percentage Correct Score 	You scored as well as or better than 18.0 percent of all others taking this assessment.	

Percentile Rank

Your Percentile Rank score shows how well you did in comparison to others who have taken this assessment. Your Percentile Rank Score represents the percentage of the population you scored as well as or better than. For example, a Percentile Rank of 62 would indicate that your performance was as good or better than that of 62% of all other participants to whom your performance was compared.

The Percentile Rank score on this report was based on a comparison of your performance to that of:

All participants who have completed this assessment.

Strengths and Needs

Your performance in a particular task is deemed a Strength, Need, or OK based on the following criteria:

Percentage Correct equal to or greater than 85 = Strength;

Percentage Correct between 70 and 85 = OK;

Percentage Correct less than 70 = Need.

Development Center Login

Upon completing this assessment, you have access to additional resources found in the Edge Leadership Development center online at

www.edgetraining.com/development

Use the username and password below to login and then click on the Development Center tab

Username: John.Doe@p.edgetraining.com

Password: edgescoring113

Report Produced: May 2024