

ASSESSMENTS

optimal

Developing Leaders. Optimising Performance.

PREDICTING SALESFORCE POTENTIAL AND PERFORMANCE



Optimising your sales force with the right intervention is crucial for the success of an organisation.

Optimal Consulting offers different variations of sales assessments which take into account different aspects of sales. In addition, we offer the flexibility of integration with Capability Assessments to provide the optimal solutions for Selection and Development for all types of Sales Professionals. Talk to us today to understand more.



ASSESSMENT TOOLS

POP™
PREDICTOR
OF
POTENTIAL

Predictor Of Potential™ (POP) provides a comprehensive, holistic and objective assessment on critical sales competencies and non-negotiable traits of top sales professionals.

Predictor Of Potential™ (POP)

Sales Potential Identification (SPI/SPI+)

Sales Potential Identification (SPI/SPI+) provides a quick measure of an individual's sales potential and recommendations for 7 common sales roles.



Retail Sales Potential Identification (RSPI)

This assessment is a competency-based assessment tool that helps retail sales managers with the selection of both internal and external candidates for retail sales positions.



These assessment tools can be integrated with Capability Assessments such as..

HBRI

The Hogan Business Reasoning Inventory (HBRI) describes reasoning style - the ability to evaluate sets of data and solve problems. HBRI was developed specifically for the business community to identify differences in problem-solving style and reasoning ability, making it a powerful tool that can be used throughout the employee lifecycle.

Designed to predict occupational success. Norms are based on managerial samples

Quantitative Reasoning vs Qualitative Reasoning

For selection and leadership development. Validated against business criteria

Developed exclusively for working adults

**RAVEN'S
Advanced
Progressive
Matrices®
(APM-III)**

Raven's Advanced Progressive Matrices® (APM-III) is designed to evaluate the ability to analyse and combine new and existing data to solve unfamiliar problems, learn new skills, and put problems in context in order to see the bigger picture.

Powerful predictor of job performance, especially for high complexity jobs

Assesses advanced observation and clear thinking skills

Analyses the ability to solve new and complex problems

Predicts ability to grasp new concepts quickly

Are you interested to know more about the tools above? Contact our local office for more information.

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