

PSA

Report designed for

**Sally Sample**

# Profiles Sales Assessment™

## Individual Graph

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**CONFIDENTIAL**

The Company  
76710  
TX Waco Suite 300, 123 Main St.

Profiles  International  
imagine great people®

## Summary Graph

Learning Index



Verbal Skill



Verbal Reasoning



Numerical Ability



Numeric Reasoning



Thinking Style

Energy Level



Assertiveness



Sociability



Manageability



Attitude



Decisiveness



Accommodating



Independence



Objective Judgment



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.