



# *AccuVision<sup>TM</sup>*

## **Sales System**

### **Assessment Results**

**for**

**ABC Company**

**Test Date: May 2011**



**LRI**  
Learning Resources Inc

## SKILL RATINGS AND RANKINGS

<b>SKILL</b>	<b>RANK ORDER</b>	<b>PERFORMANCE LEVEL</b>
Analyzing Customer Needs	2	Above Average
Active Listening	1	Above Average
Managing the Sales Process	4	Above Average
Influencing and Closing	3	Above Average

n = 60

## FREQUENCY TABLE

<b>SCORE</b>	<b>FREQUENCY</b>	<b>PERCENTAGE</b>
0 - 250	2	3.3%
260 - 500	5	8.3%
510 - 750	18	30.0%
760 - 990	35	58.3%

n = 60

## PERCENTAGE OF PEOPLE WITH SIMILAR SKILL RANKINGS

SKILLS	RANKINGS			
	1	2	3	4
Analyzing Customer Needs	36.7%	18.3%	16.7%	28.3%
Active Listening	13.3%	43.3%	30.0%	13.3%
Managing the Sales Process	20.0%	23.3%	21.7%	35.0%
Influencing and Closing	33.3%	11.7%	31.7%	23.3%

n = 60

**PERCENTAGE OF PEOPLE SCORING BETTER  
THAN 65% OF THE PEOPLE IN THE  
ACCUVISION DATABASE**

<b>SKILL</b>	<b>% OF PEOPLE WITH AN X AT PERFORMANCE LEVEL</b>
Analyzing Customer Needs	68.3%
Active Listening	98.3%
Managing the Sales Process	66.7%
Influencing and Closing	65.0%

n = 60