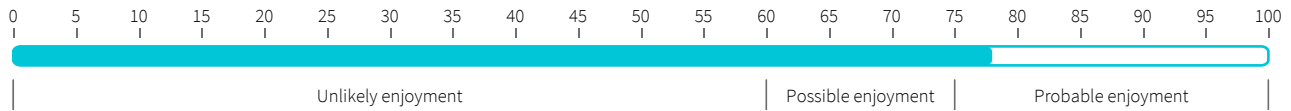


Overall percentage of enjoyment = 77.9%



This report compares your preferences and interests to the tasks and interests related to work satisfaction and success for typical jobs within the career called Salesperson with Closing Emphasis. Keep in mind that while there is a good general reflection of the career, there may be specific jobs under this career name which emphasize somewhat different tasks and interests, and thus your score is not necessarily reflective of all jobs within this career title.

This report is divided into three sections: Key factor related to your enjoyment, Other Factors which could hinder your enjoyment, and Potential derailers.

## Summary of this career

Initiate contact with customers and interact with the customer to discover the customers' needs. Persuade customers to purchase something that meets their needs.

## Possible educational requirements

- No Education
- High School Diploma
- Trade School or 6-18 months of training
- 2 years of college or 18-36 months of training
- Bachelor's Degree





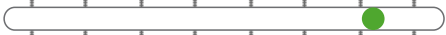

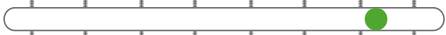
## Are the scores reliable?












The system checks to see if the answers were completed honestly and while paying sufficient attention. Analysis indicates there is a high likelihood (99.2%) the answers were truthful, accurately self-aware, and completed with sufficient concentration.

Disclaimer: This report is based on more than 20 years of research and applied application in more than 60 countries. Although the algorithms that derive the information have proven to be accurate, every statement is not necessarily correct. Harrison Assessments Int'l, and its associated companies do NOT accept any liability of any kind including negligence related to the accuracy or the use of this information.









## Key factors related to your enjoyment

These factors relate to areas in which a strong interest or enjoyment level is likely to help your enjoyment and success in this career, and a low level of interest or enjoyment is likely to hinder your enjoyment and success.

	Your Score	Strongly dislike	Dislike	Somewhat dislike	Occasionally enjoys	Moderate enjoyment	Some enjoyment	Substantial enjoyment	Strong enjoyment	Very strong enjoyment	
<b>Selling - The interest in convincing or influencing others to purchase a product or service</b> You are only moderately interested in any aspect of selling. Your level of interest in some aspects of selling will probably have a moderate negative impact on job satisfaction and/or performance.	5.0										
<b>Influencing - The tendency to try to persuade others</b> You very often engage in persuading and influencing others. Assuming you have the right balance of other interpersonal traits, you are likely to be skillful in expressing your ideas to subordinates and/or clients. Your degree of influencing will probably have a slight positive impact on job satisfaction and/or performance.	8.1										
<b>Optimistic - The tendency to believe the future will be positive</b> You tend to be extremely optimistic and cheerful. Your positive attitude will be very beneficial when dealing with subordinates, co-workers, or clients. Your positive attitude will probably have a substantial positive impact on job satisfaction and/or performance.	9.5										
<b>Outgoing - The tendency to be socially extroverted and the enjoyment of meeting new people</b> You enjoy meeting new people and are probably very outgoing. Your enjoyment of new people will probably have a moderate positive impact on job satisfaction and/or performance.	9.2										
<b>Persistent - The tendency to be tenacious despite encountering significant obstacles</b> You are very determined and persevere with a task despite many obstacles. This will probably be beneficial for overcoming the obstacles that you will encounter in this management position. Your persistence can also pay off when selling as you are more likely to be effective when cold calling or tenaciously pursuing a potential client. Your tendency to be persistent will probably have a moderate positive impact on job satisfaction and/or performance.	8.6										
<b>Psychology - The interest in human mental functions including mannerisms, actions, attitudes, and abilities</b> You are extremely interested in psychology. Your interest in some aspects of psychology will probably have a substantial positive impact on job satisfaction and/or performance.	10.0										
<b>Takes Initiative - The tendency to perceive what is necessary to be accomplished and to proceed on one's own</b> You very often tend to take initiative. This initiative will help you to achieve objectives. It is very important that the employer provides opportunities for initiative and guidelines regarding the type of initiative that can be taken. Otherwise, the initiative could be contrary to expectations. Your initiative will probably have a moderate positive impact on job satisfaction and/or performance.	8.7										


<b>Less important factors that could hinder your enjoyment</b>	Your Score	Very strong hindrance	Strong hindrance	Substantial hindrance	Moderate hindrance	Slight hindrance	No hindrance
<b>Analytical - The tendency to logically examine facts and situations (not necessarily analytical ability)</b> You tend to analyze difficulties, facts, and situations and enjoy it. Your degree of analysis is sufficient.	7.5						
<b>Self-acceptance - The tendency to like oneself ("I'm O.K. the way I am")</b> You are reasonably self-accepting. This positive self-regard will probably translate to better interactions with subordinates, co-workers, and clients. Your degree of self-acceptance is sufficient.	7.0						
<b>Self-improvement - The tendency to attempt to develop or better oneself</b> You have an intention to improve yourself. Your level of interest in self-improvement is sufficient.	6.6						
<b>Enthusiastic - The tendency to be eager and excited toward one's own goals</b> You tend to be enthusiastic about your goals. If your goals are in alignment with the organization's objectives, you will probably have a drive to achieve those objectives. Your degree of enthusiasm for your goals is sufficient.	8.2						
<b>Pressure Tolerance - The level of comfort related to working under deadlines and busy schedules</b> You are extremely likely to work well under the pressure of deadlines and tight schedules. Your degree of tolerance of pressure is sufficient.	9.7						
<b>Wants Challenge - The willingness to attempt difficult tasks or goals</b> You are very motivated by challenging tasks or projects and needs challenging work. You strongly prefer an employer who is able to offer challenging work. Your strong drive for achievement will probably be a good example for others. Your degree of drive to achieve challenging objectives is sufficient.	9.4						
<b>Tolerance Of Bluntness - The level of comfort related to receiving abrupt or frank communications from others</b> You are tolerant of people who are blunt. Your degree of tolerance of bluntness is sufficient.	7.8						
<b>Diplomatic - The tendency to state things in a tactful manner</b> You are very capable of being tactful and tend to state things in a very diplomatic manner. Your degree of diplomacy is sufficient.	8.6						
<b>Frank - The tendency to be straightforward, direct, to the point, and forthright</b> You are reasonably capable of being frank and usually tend to state things in a direct manner. Your degree of frankness is sufficient.	7.1						
<b>Warmth / empathy - The tendency to express positive feelings and affinity toward others</b> You frequently express warmth and empathy. Your degree of expressing warmth and empathy is sufficient.	9.9						
<b>Assertive - The tendency to put forward personal wants and needs</b> You moderately put forward your own needs. Your degree of assertiveness is sufficient.	4.9						

<b>Less important factors that could hinder your enjoyment</b>								
These factors relate to areas in which a low interest or enjoyment level could hinder your enjoyment or success in this career, however, a high level of enjoyment or interest is not necessary.		Your Score	Very strong hindrance	Strong hindrance	Substantial hindrance	Moderate hindrance	Slight hindrance	No hindrance
<b>Certain - The tendency to feel confident in one's opinions</b>								
<b>Certain - The tendency to feel confident in one's opinions</b>	You are reasonably certain of your opinions. Your degree of certainty about your opinions is sufficient.	6.8						
<b>Organized - The tendency to place and maintain order in an environment or situation</b>								
<b>Organized - The tendency to place and maintain order in an environment or situation</b>	You probably prefer not to do much organizing. You may do the minimum amount of organizing necessary and may occasionally lose efficiency without organizing support from others. Your tendency to be organized is sufficient.	3.9						

<b>Potential derailers</b>								
These factors relate to areas in which a strong behavioral tendency could hinder your enjoyment and success for this career.		Your Score	Very strong hindrance	Strong hindrance	Substantial hindrance	Moderate hindrance	Slight hindrance	No hindrance
<b>Self-critical - The tendency to seek self-improvement without sufficiently being self-accepting</b> You probably do not have a significant degree of self-criticalness. Your lack of self-criticalness will support job satisfaction and will not hinder performance.	0.0							
<b>Blunt - The tendency to be frank or direct without being sufficiently tactful or diplomatic</b> You probably do not have a significant degree of being blunt. Your lack of being blunt will support job satisfaction and will not hinder performance.	0.0							
<b>Defensive - The tendency to be self-accepting without sufficiently intending to improve</b> You probably do not have a significant degree of defensiveness. Your lack of defensiveness will support job satisfaction and will not hinder performance.	0.3							
<b>Dogmatic - The tendency to be certain of opinions without sufficiently being open to different ideas</b> You probably do not have a significant degree of being dogmatic. Your lack of being dogmatic will support job satisfaction and will not hinder performance.	0.0							
<b>Evasive - The tendency to be tactful without being sufficiently direct</b> You probably have only a very slight tendency to be evasive when communicating rather than saying what you really think. Your lack of being evasive will support job satisfaction and will not hinder performance.	1.5							
<b>Harsh - The tendency to enforce rules without giving sufficient emphasis to building rapport or being empathetic</b> You probably do not have a significant tendency to be harsh or overly strict. Your lack of harshness will support job satisfaction and will not hinder performance.	0.0							
<b>Self-sacrificing - The tendency to respond to others' needs without sufficiently expressing one's own needs</b> You probably have a tendency to give up your own needs while trying to help others. As a result of giving up your own needs, you may not be able to assert the needs of the company for which you are responsible. Your lack of being self-sacrificing will support job satisfaction and will not hinder performance.	5.0							
<b>Skeptical - The tendency to focus on the potential difficulties of a plan or strategy without giving sufficient emphasis to the potential benefits</b> You probably do not have a significant degree of being skeptical. Your lack of being skeptical will support job satisfaction and will not hinder performance.	0.0							

## Key factors potentially underutilized in this career

These factors show areas of your strong passion and ability that are unlikely to be put to full use, and so could hinder your enjoyment and success for this career.

	Your Score	Very strong hindrance	Strong hindrance	Substantial hindrance	Moderate hindrance	Slight hindrance	No hindrance
<b>Food - The interest in work relating to food</b> Because this job is unlikely to allow use of this trait very often, it can create a moderate hindrance in your job satisfaction and/or performance.	10.0						
<b>Electronics - The interest in designing, assembling, repairing, or operating automated or computerized equipment</b> Because this job is unlikely to allow use of this trait very often, it can create a moderate hindrance in your job satisfaction and/or performance.	10.0				