

WIMBUSH-SL BEHAVIORAL APTITUDE
Sales With Cold Calling Duties

Results for: **Sample Candidate** Date: 2/25/2026
 Client Company: Sample Company
 Contact Person: Sample Contact
 Position: Sales

Accuracy of Result

Good

Due to good honesty in filling in the assessment.

This is not a positive in itself-it just means the results are a lot more reliable than average.

Personality for Position

Ideal

This person has the ideal personality quadrant for this position.

Competency

Excellent

General competency looks excellent.

Excellent with People, Excellent with Sales, and Excellent Logic.

Ability Test Duration: 44 Minutes. Typical test taking length.

This person may be good enough at cold calling for this position.

Attitude

Very Good

The sentence below describes what could happen when someone answers the questions like this person did.

7.5 Attitude Level. Clients will tell me the employees who filled in the assessment like this one have either a great attitude or a good one and 5% reported a poor attitude.

Because the Ability to Apply is high, this has indicated in almost all cases that the person is a hard worker.

Reading Comprehension

Good

The word test indicates an above average ability to read.

The Behavioral Type


This person has Controller/Assertive behavior. S/he will tend to be interested in managing or persuading others, leading people and getting things done. This person will be results oriented. This person will speak up and state his or her opinions and will want to win at whatever he or she takes on.

This person would rather work in sales management or leadership roles managing other leaders.

Positions Recommended for this Personality Type


General Manager, CEO/President/COO, Inside Sales, Outside Sales, Sales Management, Law Enforcement, Attorney, Salesperson, Marketing, Sales Engineer, Territory Sales, New Business Development Representative.

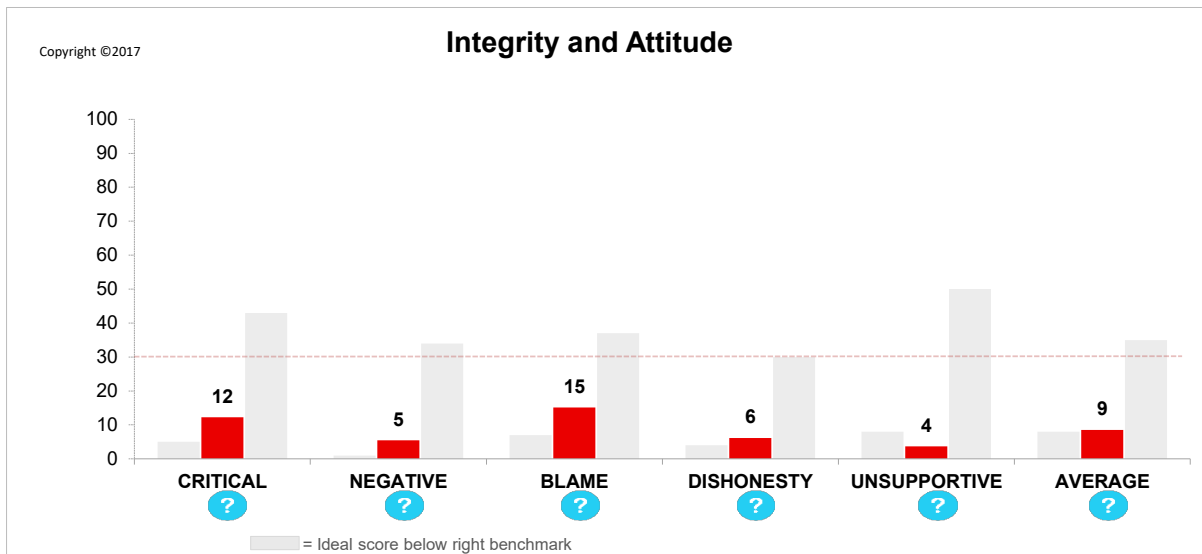
% Chance of a Good Hire

90

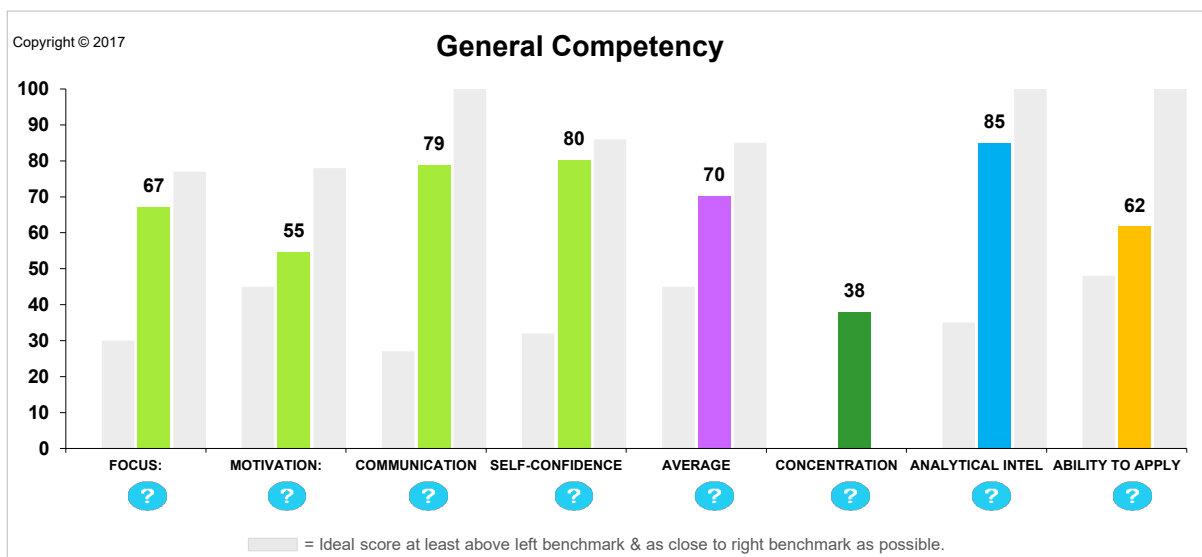
Based on the Ability test results and four categories above.

This % is based on the assumption the person has the right experience, training and interest for this position.

We recommend hiring this person if reference checks and interviews also look good.



The more below the 30 average the better the attitude. The higher above the 30 average the worse the attitude.



The more above the 40 average the better the competence. Below the 40 average the worse competence.

A person applying for a job will fill this assessment in differently than one securely in a job.

IMPORTANT: Existing employees are marked differently than candidates.

for information on how results for existing employees differ from candidates.

Results for: **Sample Candidate**

Date: 2/25/2026

The Behavioral Quadrants

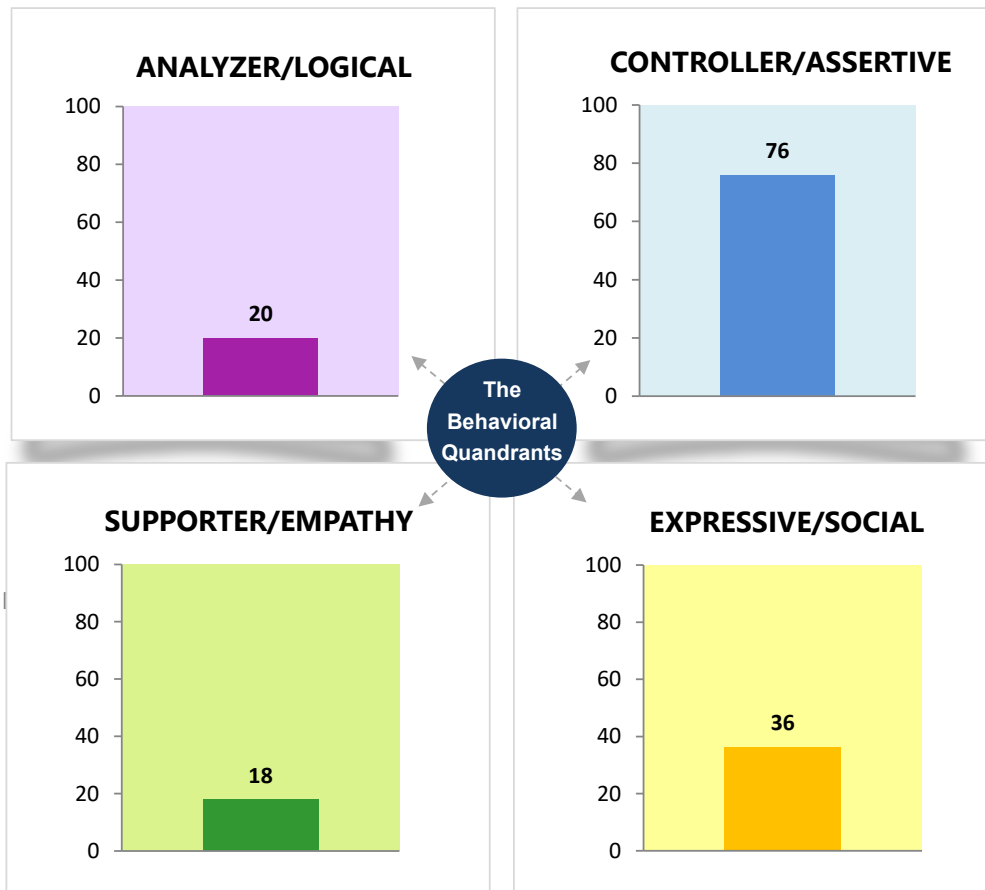
The personality type is:

A Controller/Assertive.

Benchmark:

A salesperson with cold calling duties should be a right quadrant person.

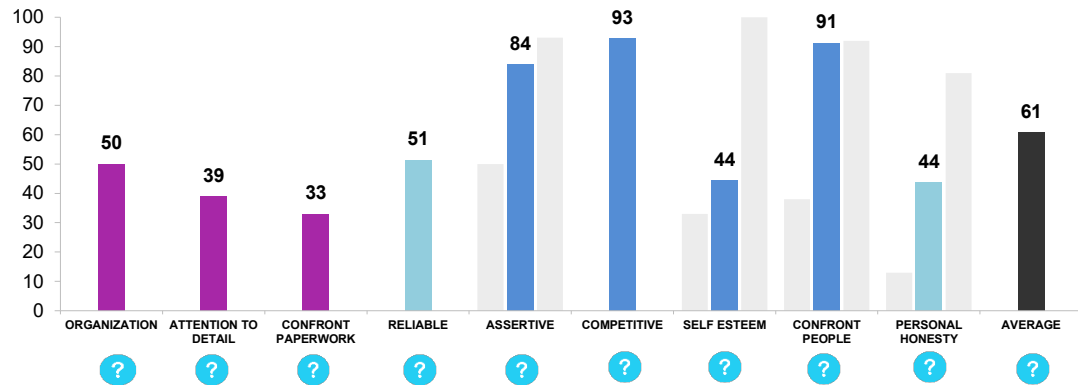
He or She should not be more than half a quadrant from this ideal.



The dominant quadrant is determined by the most diagonal difference.

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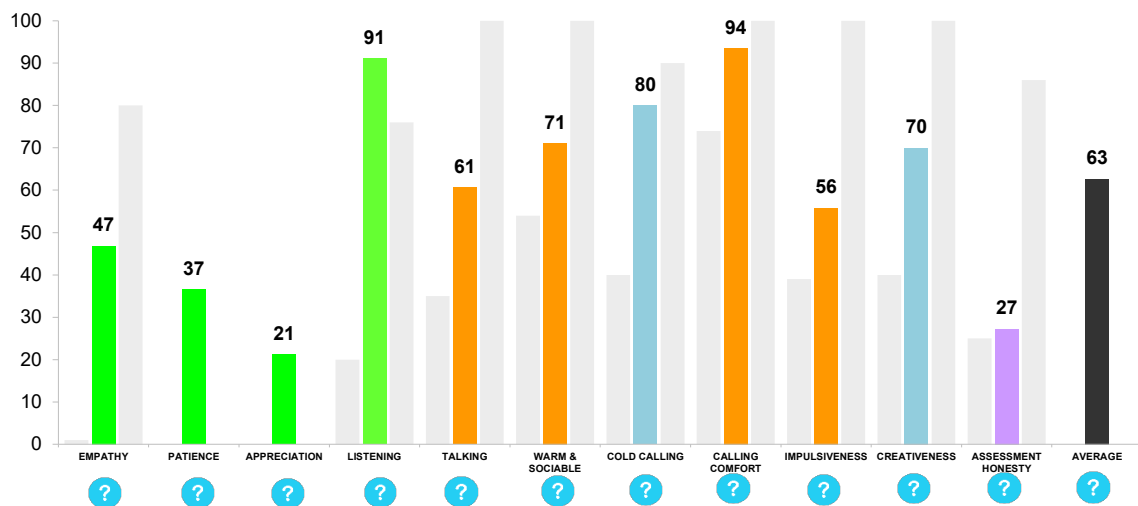
TOP QUADRANTS



The grey bars are the lowest and highest levels for top performers.

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BOTTOM QUADRANTS



The grey bars are the lowest and highest levels for top performers.

Overall
Results for: Sample Candidate

Date: 2/25/2026

CAUTION: The results of these assessments are designed as an aid or tool for interviewing. These results by themselves should not be used for pre-employment screening or other personnel decisions.

Reading Comprehension ?

The word test indicates an above average ability to read.

Consistency

This person answered the questions well enough for an acceptable result.

Attitude ?

From a very good (7.0) to an excellent (8) highest level attitude.

Competency ?

From a very good (7.5) level to an Excellent (8) level of competence.

Behavioral Type ?

A CONTROLLER/ASSERTIVE.

Positions Recommended for this Personality Type ?

General Manager, CEO/President/COO, Inside Sales, Outside Sales, Sales Management, Law Enforcement, Attorney, Salesperson, Marketing, Sales Engineer, Territory Sales, New Business Development Representative.

Overall Recommendation ?

As a Salesperson with Cold Calling Duties:

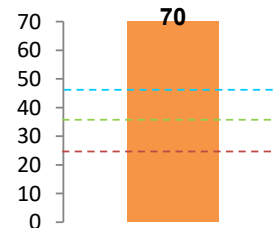
70

Top performer is over 45

Medium is 35

Borderline is 30

Below 26 is poor



Integrity And Attitude

Critical	This applicant has a balanced view of other's faults.
Negative	This applicant has a mostly positive outlook on life.
Blame	This applicant tends to take responsibility for his or her mistakes.
Dishonest	This applicant is likely to be very honest.
Unsupport	This applicant will be very supportive of leadership.

Average This person's attitude is highly likely to be good.

THE TEXT DESCRIPTIONS BELOW ARE TEXT BOOK DESCRIPTIONS OF PEOPLE LIKE THIS

Analyzer/Logical As It Relates To This Person

S/he will be more interested in overviews than detail descriptions. S/he may feel more comfortable being focused on immediate results than wanting to double check things, being thorough, being exact or being structured. See page 87 and 90 of the assessment manual.

This person would rather manage, supervise or lead people and get things done rapidly.

Controller/Assertive As It Relates To This Person

This person has Controller/Assertive behavior. S/he will tend to be interested in managing or persuading others, leading people and getting things done. This person will be results oriented. This person will speak up and state his or her opinions and will want to win at whatever he or she takes on.

This person would rather work in sales management or leadership roles managing other leaders.

Expressive/Social As It Relates To This Person

S/he is less interested in building relationships than getting immediate results. S/he is more interested in managing or persuading others and getting things done than having fun. His or her greatest fear is losing control or failing to achieve goals. This person indicated a good degree of comfort in making cold sales calls which shows strength as a prospector for new business along with a willingness to close sales.

Supporter/Empathy As It Relates To This Person

S/he is less concerned for the welfare of others than in managing or persuading people or getting rapid results. S/he is more concerned over failures to reach goals than fears of confrontations. Pleasing others or building relationships is less important than getting things done rapidly.

This person would rather NOT work in a people pleasing or care giving role.

THE ABOVE DESCRIPTIONS ARE PARTLY A SUMMARY OF HOW THE PERSON ANSWERED THE QUESTIONS AND PARTLY FROM THE TYPICAL BEHAVIOR FOR HIS OR HER QUADRANT. THESE DESCRIPTIONS ARE FAR MORE LIKELY TO DESCRIBE THE PERSON'S TRUE FEELINGS AND BELIEFS THAN HIS OR HER OUTWARD PRESENTATION, WORDS AND ACTIONS.

NOTE: THESE QUADRANTS WERE FIRST NOTED 2,400 YEARS AGO AND ARE WIDELY USED TODAY. EACH QUADRANT HAS PROS AND CONS--MATCHING THE JOB TO THE RIGHT QUADRANT IS THE KEY.