

# Product/Service Specialist Sales Report

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The Receiver  
Your Company  
P.O. Box 1234  
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## Personal & Confidential


**Candidate:** John Smith  
**Position:** Product/Service Specialist  
**Bottom-Line:** Recommended

The validity scales from the Self-Descriptive Index indicate that Mr. Smith was candid in completing the questionnaires. As a result, the following interpretation is accurate.

### Summary of Candidate's Critical Selling Skills Potential

Agreed-Upon Skills	Candidate Score
MAXIMIZES RESULTS BY ANTICIPATING OBSTACLES THAT COULD IMPEDE PROGRESS	75%
IDENTIFYING CUSTOMER NEEDS	91%
PROVIDES RELIABLE INFORMATION	69%
DELIVERS ADDED VALUE TO CUSTOMERS	37%
MAKES ONE-ON-ONE SALES PRESENTATIONS	67%

### In-Depth Evaluation of Critical Product/Service Specialist Skills Potential

<b>MAXIMIZES RESULTS BY ANTICIPATING OBSTACLES THAT COULD IMPEDE PROGRESS</b>	<b>SCORE</b>	
	75%	

**Definition:** Able to sort through bureaucracy, complexity or politics to focus on required results; is not caught unprepared when obstacles are encountered; meets self-imposed standards of excellence by delivering agreed upon results that are straightforward and customer defined.

**Skill/Capability Level:** Mr. Smith sets the criteria for ensuring successful results in accordance with customer-defined requirements. If a project or result does not meet customer standards in a straightforward fashion, then, in his eyes, he and the results are not successful. He is not caught unprepared when obstacles are encountered because he understands the complex nature of politics or bureaucracy, and thus makes contingency plans to cut through or avert difficulty, deliver results as expected, and reach the top in his field.