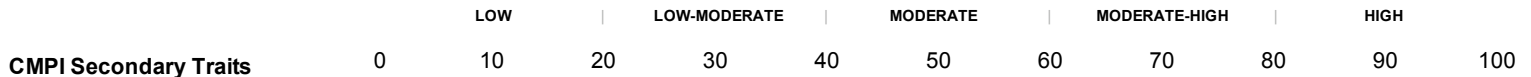


CMPI Secondary Traits

SALES SNAPSHOT

PROFILE FOR
DATE
SECTION

ARYA SAMPLE
APRIL 7, 2021
3 OF 5



Ego Drive (65%)

This trait describes the salesperson's proactive dynamic that "makes things happen." *High Scorers* can be impatient, highly driven, and place a heavy emphasis on independence, creativity and speed. *Low Scorers* are usually patient and methodical, and place an emphasis on caution, consistency, and predictability.



Empathy to Understand Needs of Others (31%)

This trait describes the salesperson's sensitivity and intuitive insight to perceive the needs of others. *High Scorers* typically believe in others, sense and feel their pain, and respond with consideration to others' needs. *Low Scorers* can scrutinize others' intentions and respond more with their mind than their heart.



Prospecting Motivation (41%)

This trait describes the salesperson's drive and confidence to turn strangers into relationships. *High Scorers* are usually open to making new relationships via networking and social gatherings and enjoy entertaining others. *Low Scorers* are more private and reluctant to initiate conversations with strangers.



Employment Tenure (49%)

This trait describes the salesperson's tendency to stay with a single employer "through thick and thin." *High Scorers* can tolerate difficult situations without the need for change. *Low Scorers* are restless, and seek change if their immediate needs are not met.



Receptivity to Coaching and Supervision (39%)

This trait describes the salesperson's openness to accept the manager's direction and close supervision. *High Scorers* are able to receive what the manager says and will attempt to make recommended changes. *Low Scorers* typically find it difficult to accept even constructive criticism, believing they know what is best.



Ability to Handle Confrontation (55%)

This trait describes the salesperson's resiliency to cope after being rejected by prospective buyers. *High Scorers* are usually confident and less emotional about criticism or rejection. *Low Scorers* can take criticism and rejection more personally due to their sensitivity, lower social confidence, and need to please others.



Proficiency to Manage Time and Resources (55%)

This trait describes the salesperson's "on task" focus when performing job duties that require accuracy and efficiency. *High Scorers* focus on the task to be completed, usually avoiding interruptions. *Low Scorers* focus on relationships, and, as a result, can be distracted from job duties that require accuracy and efficiency.



Charisma to Influence Others to Buy (43%)

This describes the salesperson's magnetism when it comes to winning friends and influencing potential buyers. *High Scorers* are socially expressive, confident, and sell the benefits more than the features. *Low Scorers* are usually less expressive (more emotionally controlled) and sell the features (not benefits).



Confidence/Persistence to Close the Sale (70%)

This describes the salesperson's resolve/determination to close the sale, even if it takes multiple "call-backs." *High Scorers* are highly motivated to make the sale, even if it might potentially offend the buyer. *Low Scorers* can avoid multiple closing attempts because they don't want to offend the potential buyer.



Customer Service Motivation (28%)

This describes the salesperson's desire to build long-term relationships after the sale. *High Scorers* define themselves by their caring concern for the customer/client and their after-the-sale follow-through. *Low Scorers* are motivated to make/close the sale and typically minimize after-the-sale customer service.