



VPT - Sales Potential Test

Purpose

- VPT is a web-based work and business psychological test
- It records potential and talent in the area of sales and marketing
- 60 pair comparison questions Provides differentiated feedback on sales/marketing potential
- Quick and efficient decisions for sales/marketing assignments
- VPT provides orientation for success chances of an application
- Identifies five characteristics:
 - Striving for success
 - Positive attitude
 - Conscientiousness
 - Standards of expertise
 - Consultative Selling
- Individual adjustments to the requirements of your organisation's sales/marketing department
- Immediate graphical representation of the specifications of the characteristics plus short description

Benefits and areas of application

- Increasing the attractiveness of application procedures
- Orientation for applicants in relation to chances for success
- VPT provides a fast and efficient first impression of applicants
- Provides a valid basis for preselection according to soft skills
- Optimal