

Competency Assessment

Please select the most appropriate response to each question. Only mark your top choice.

How good are you at predicting the outcome of a chain of events?

- a. I've always been good at that
- b. I can be good at that if I have enough data
- c. I'm good at that when I know a lot about the events
- d. I don't try to predict because there are too many variables

What is the most important thing you need in order to help a customer believe in the value of what you are selling?

- a. I need to understand the benefits as compared to my competition
- b. I need to be able to provide a better deal
- c. I need to believe in the product myself
- d. I need to have tried the product myself

Why do others trust you?

- a. I try to be genuine in my interactions with others
- b. I always do what I say I will do
- c. I make sure others know I don't lie or exaggerate
- d. Integrity is very important to me