

# Retail Sales Evaluation

**Purpose:** RESALE - R assesses whether the personality traits and abilities a person possesses match those required to be a successful retail salesperson.

No. of questions: 119

Question type: Situational, self-report

Estimated completion time: 40 minutes

Shorter versions of assessment: N/A

## Report Includes:

- Summary
- Introduction
- Graphs
- Detailed narrative interpretation
- List of Strengths and Limitations
- Impression Management
- Advice



## Factors and Scales:

### Overall Score plus 4 factors, divided into 16 scales:

- Work Attitudes: Evaluates work approach and ability to comport oneself in an appropriate fashion.
- Interpersonal Skills: Evaluates effectiveness and appropriateness of a person's people skills.
- Organizational Skills: Evaluates skills necessary to maintain a neat work environment and manage time efficiently.
- Psychological Strength: Assesses the ability to stay mentally tough and composed in the face of difficulties.

### 16 scales:

- |                                       |                       |
|---------------------------------------|-----------------------|
| • Positive Attitude Toward Teamwork   | • Salesmanship        |
| • Comfort with Routine                | • Agreeableness       |
| • Comfort with Authority              | • Conflict Resolution |
| • Drive to Succeed                    | • Time Management     |
| • Comfort with Pressure Sales Tactics | • Neatness            |
| • Integrity                           | • Meticulousness      |
| • Communication                       | • Stress Management   |
| • Assertiveness with Clients          | • Self-Control        |

## APPLICATION:

- Pre-employment
- Training tool
- Skill development