

The **SOCA**score Report for Frankie Wilson

Date of Birth: 05/11/1962.

Congratulations on completing the **SOCA**score test!

The **SOCA**score is not designed to show a large number of very high marks. In fact were you to give one of the two right answers to all of the 140 questions, but only score threes as opposed to fives, your **SOCA**score would be 60%. The fives are used as differentiators to indicate experience, strength of character and attitude, amongst other things. The **SOCA**score test is designed to show areas that you need to be aware of as potential weaknesses or development needs. People who are aware of their weaknesses are better equipped to deal with sales situations and do not allow their weaknesses to hamper their performance. Thank you for taking the test and we trust it has proved useful. In order to add value to your **SOCA**score, we recommend an analysis of the test results. Previous clients have said that the value increases several fold, when coupled with an analysis.

For assistance from one of our consultants in helping you to analyse your **SOCA**score results, we will provide you an [analysis report](#) similar to the one shown here. To order your analysis report please send an email to info@soca.co.uk and we will contact you. This service provides significant added value by giving recommendations on career, training and other development needs. It only costs £95 per assessment for on-line customers and our reports are normally delivered within 24 hours of receiving your request.

Order one today to make your **SOCA**score really effective!

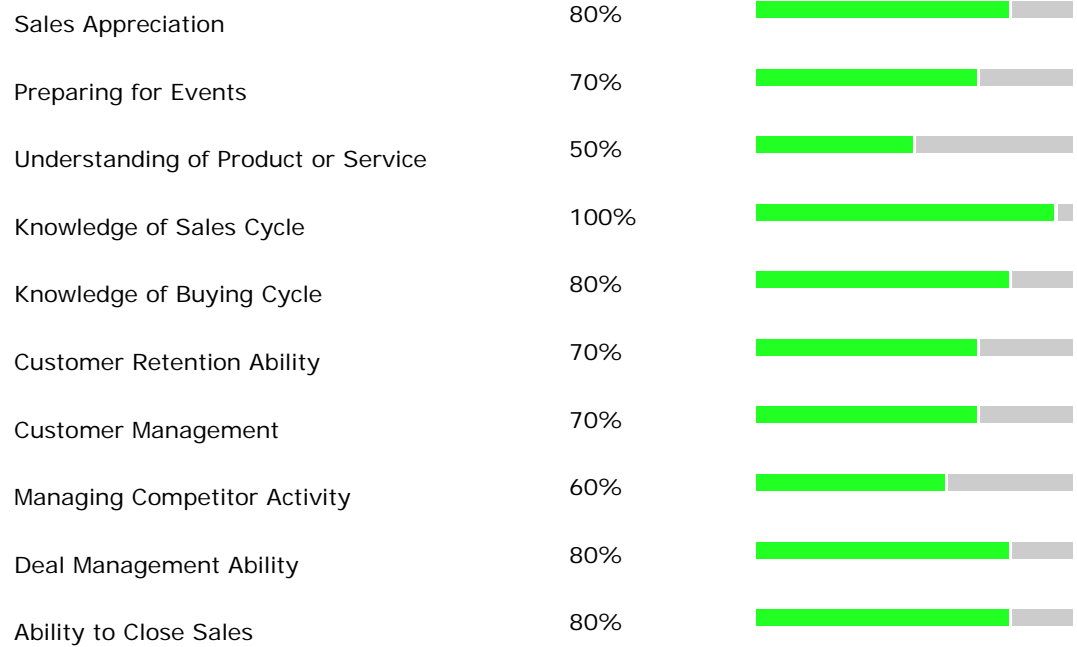
SOCAscore 66%

Date test taken: 2nd June 2004.

Click this link if you would like to see a table showing comparisons of [typical sales job types](#), typical skills and attributes as well as quota types for your **SOCA**score.

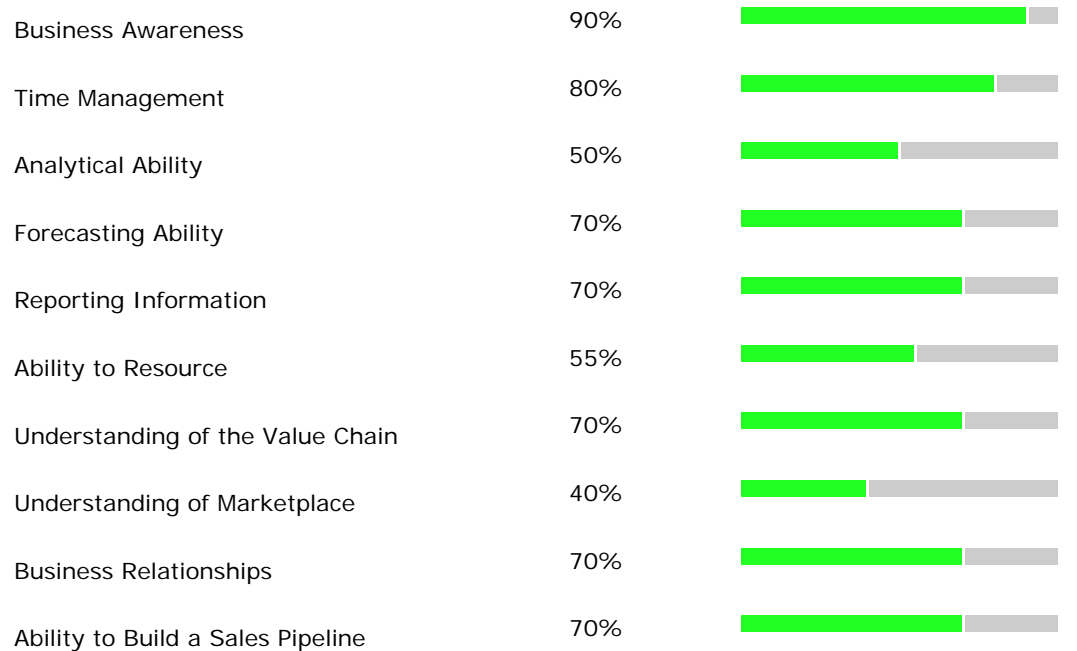
Technical Sales Ability :

74%

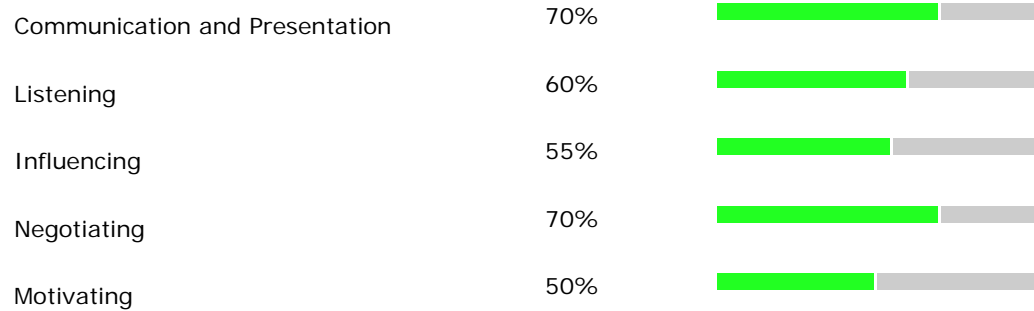


Overall Managerial Ability :

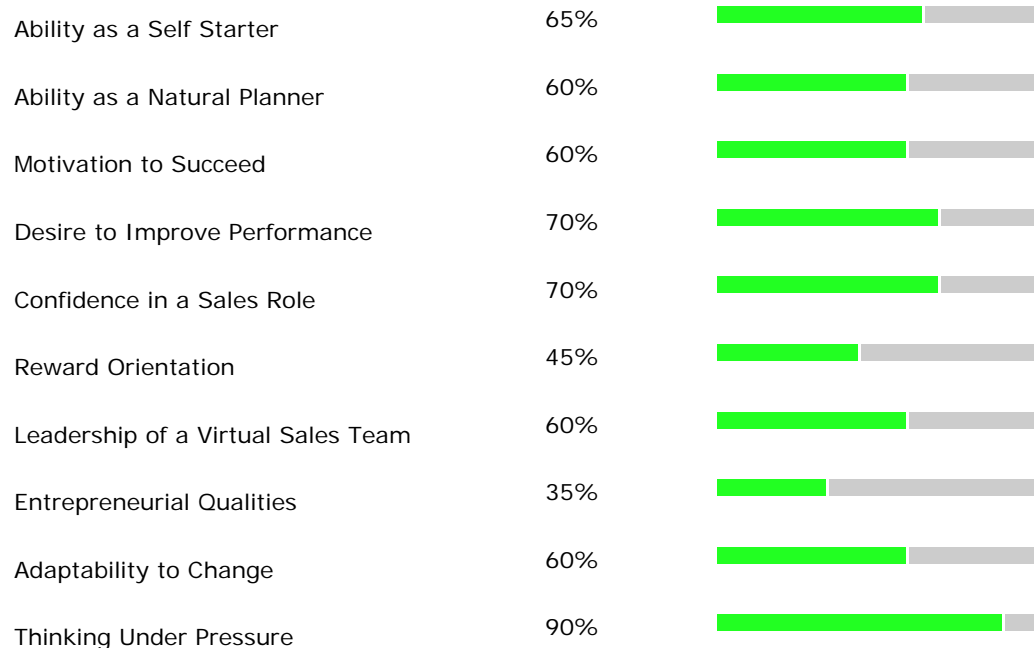
67%



Behavioural Skills : 61%



Personality Fit to Sales : 62%



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