

# «Simulation»

(Questionnaire 2)



ProfileSoft

Confiez-nous l'expertise de votre capital humain

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In voluntary answering this questionnaire, I am disclosing and conveying information that may be considered personal within the meaning of the law. I understand that the responsibility of «ProfileSoft» consists of processing the answers provided herein, for the purpose of assessing potential.

I hereby give my consent to allowing «ProfileSoft», its employees, management staff and representatives to have and process this personal information in order to evaluate potential, and I authorize them to forward the results, as the case may be,

### Check off the appropriate box:

to my present employer   
to a potential employer

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Name (please print name)

\_\_\_\_\_  
Date

## Identification

Mr.  Ms.

Last name: \_\_\_\_\_

First name: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Postal code: \_\_\_\_\_

Tel.: Home: (     ) \_\_\_\_\_

Office: (     ) \_\_\_\_\_

Cellular: (     ) \_\_\_\_\_

E-mail address: \_\_\_\_\_

## Choose a report

**Selection Profile**  Q1  
**Sales & Marketing Selection**  Q1 + Q2  
**Management & Supervision Selection**  Q1 + Q2  
**Development Profile**  Q1 + Q2  
**Performance Profile**  Q1 + Q2 + Q3

**Language: English**   
**French**

Other product/s: \_\_\_\_\_  
(specify)

Applicant (company): \_\_\_\_\_

Person to contact: \_\_\_\_\_  
(please print name)

Invoice to: \_\_\_\_\_

Telephone: (     ) \_\_\_\_\_

\_\_\_\_\_  
(postal code)

Fax: (     ) \_\_\_\_\_

Signature: \_\_\_\_\_

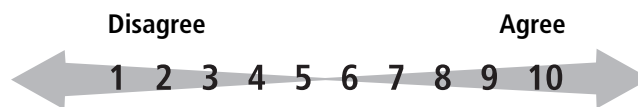
E-mail address: \_\_\_\_\_



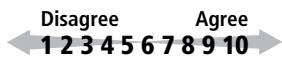
**«SIMULATION»**  
(Questionnaire 2)

Answer each question to the best of your ability either as a manager or as a professional sales person OR as if you were presently holding one of these positions.  
Please read them and rate to what extent you agree or disagree...

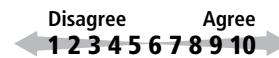
- Answer every question.
- Choose one number only for each statement.
- Answer spontaneously, based on your first impression, and once you have written answers, do not change them.



**I describe myself as someone who...**



- |   |   |
|---|---|
| <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> | <p>Knows the competitor's products/services</p> <p>Delays in filling vacancies</p> <p>Exaggerates in a conversation</p> <p>Trains his/her successor</p> <p>Knows all the different types of clients</p>   |
| <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> | <p>Confidently simplifies his/her products/services</p> <p>Invests efforts according to client's potential</p> <p>Uses a sales pitch approach to communicate</p> <p>Favours one product/service over others</p> <p>Succeeds in making an indifferent person talk</p>              |
| <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p>                             | <p>Knows the financial impact of his/her decisions</p> <p>His/her employees are surprised when disciplined</p> <p>Understands subtle expressions</p> <p>Is satisfied with time needed by employees to perform</p> <p>Recruits many different types of people for the same job</p> |
| <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> | <p>Gives credit where credit is due</p> <p>Knows requirements for a promotion</p> <p>Allows little margin for errors</p> <p>Is recognized as a specialist/expert</p> <p>Improves hiring procedures</p>  |



- |   |   |
|---|---|
| <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> | <p>Is precise in selection recommendations</p> <p>Obtains little cooperation from other departments</p> <p>Always tackles the same problems</p> <p>Gets little cooperation from colleagues/clients</p> <p>Complains about the many work demands</p>                                 |
| <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> | <p>Finds the cycle too long (sales, production ...)</p> <p>Can improve cooperation from colleagues/clients</p> <p>Adapts to all types of personalities and positions</p> <p>Often wrongly believes to have everyone's cooperation</p> <p>Always knows the reasons for a failure</p> |
| <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p>                             | <p>Answers objections with confidence</p> <p>Can increase quality of services rendered</p> <p>Recruits people from minority groups</p> <p>Knows how to reprimand personnel</p> <p>Poorly responds to client's potential needs</p>   |
| <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> <p>1 2 3 4 5 6 7 8 9 10</p> | <p>Promotes the job during interviews</p> <p>Solves problems with other departments</p> <p>Often disagrees on the choice of a candidate</p> <p>Is easily influenced and makes mistakes</p> <p>All too often forgets the qualities of others</p>                                     |

