



Description of Test (DOT)

BMG SALES SIMULATION

Description of Test Guide

This **DOT** Guide is designed to help you prepare for the BMG Sales Simulation. The information is being made available to you now so that you can review it at your own pace.

OVERVIEW-SIMULATION

You will be participating in an in-person sales simulation that is designed to last approximately 15 minutes. You will play the role of an Account Executive for a large company.

During the simulation, you will be presenting to a three-member panel. One panel member will play the role of the customer, and the other two panel members will be observers, taking notes. You will only interact with the customer, providing information about the products and services that your company provides. Prior to the simulation, you will be given 20 minutes to prepare. During these 20 minutes, you will be able to review information about your company as well as about the company to whom you are presenting. Information will be provided to you by one of the panel members.

The objective of this simulation is to provide you with an opportunity to demonstrate your sales and presentation abilities. You will be evaluated on these as well as other performance dimensions.

PREPARING FOR THE SIMULATION

Do your best using the information that you are given. You will be evaluated on how effective you are in selling your company's products and services in relation to the customer's needs. It may be helpful for you to practice presenting your sales pitch to a three-member panel. These individuals may be able to offer feedback that will enable you to fine-tune your approach.

SCORING

The simulation is scored by summing the results.

ACCOMMODATION REQUESTS

CenturyLink provides accommodations in testing conditions to qualified applicants with disabilities during the administration of pre-employment screens, to the extent such accommodations are reasonable, consistent with the nature and purpose of the examination, and necessitated by the applicant's disability. CenturyLink's objective is to provide effective and necessary accommodations to qualified applicants as defined under the Americans with Disabilities Act, without substantially altering the nature of the screening process. Each applicant's request for test accommodations is evaluated on a case-by-case basis. If you think you need a test accommodation, please send an email to the HR Testing Inbox: hr.testing@centurylink.com.

RETEST INTERVAL: THE RETEST INTERVAL FOR CANDIDATES WHO DO NOT QUALIFY ON THE BMG SALES SIMULATION IS SIX MONTHS.