



Description of Test (DOT)

BUSINESS FIELD SALES

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This **DOT** is designed to help you prepare for the Business Field Sales assessment. The information is being made available to you now so that you can review the material at a more leisurely pace. There is also specific information about the factors that are evaluated on the assessment and what you can do to prepare for it.

What the Business Field Sales Assessment Measures

Dimension	Definition
Sales Potential	Measures the tendency to have a combination of sales skills and experiences that predict success in sales positions.
Sales Drive	Measures the tendency to possess personal characteristics, such as goal orientation, persistence, dominance, drive, and energy that suggest the likelihood of success in a sales environment.
Confidence and Independence	Measures the tendency to be comfortable and confident in situations that require one to work autonomously, especially in a sales environment.
Customer Focus	Measures the tendency to show persistent enthusiasm when interacting with customers.
Learning Potential	Measures the potential for success in jobs across industry type and functional area.

Frequently Asked Questions (FAQs)

Question	Response
How is the assessment administered?	On a personal computer, which utilizes a standard computer keyboard, mouse and internet web browser. Please do <u>NOT</u> take this assessment on your mobile phone or another electronic device.
How are the questions formatted?	You will see a variety of question types such as true/false and multiple choice.
How much time is needed to take the entire assessment?	Please set aside <u>at least one hour</u> to complete the assessment. Please ensure that you are in a distraction-free environment and that the assessment is your sole focus. Please take this assessment seriously as it will be used as part of the selection decision-making process. Lastly, you will have five (5) days (i.e., 120 hours) from the time that the assessment link is provided to you to complete the assessment, or you will be considered to have withdrawn from the selection process.
What do I need to take the assessment?	You will not need any materials or equipment aside from a computer.
How is my score determined?	Scores are computed for each of the assessment sections and then combined to create an overall score.

Question	Response
Am I penalized for guessing an answer?	No.
Will I receive feedback on my score?	No. Upon receipt of your assessment scores, you will receive an automated communication from our Applicant Tracking System (ATS) indicating your qualification status.
What happens if I don't achieve a Passing score?	You may attempt the assessment again after six months.
Who may I contact if I experience any technical difficulties when taking the assessment?	Prior to taking the assessment, please consult the following website to ensure that the PC you are using is configured properly: http://service.shl.com/s2p-candidates/ . You can also reach SHL Technical Support for assistance with your online assessment at 1-800-899-7451 (option 1).
Who may I contact if I no longer have access to the assessment link?	Please send an email to hr.testing@centurylink.com with the Requisition number (e.g., 10401BR) and the needed assessment link.
What if I need an accommodation to take the assessment?	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 hr.testing@centurylink.com .

Resources for preparing for the Business Field Sales Assessment: No practice or preparation is necessary. You will respond to statements about your work-related preferences, tendencies, experience.

PLEASE NOTE: The purpose of this guide is to provide information which will assist all candidates in their performance during the Business Field Sales Assessment. Your performance is determined by many things such as your education, experiences and skills.