



IT SALES IQ

Assessment Report 2026

IT Enterprise Sales Skills Evaluation



PHASE BREAKDOWN



REPORT FOR

ALALI

DATE

17 Feb 2026

ASSESSMENT

IT Sales IQ

[● TABLE OF CONTENTS](#)

What's Inside

00**Introduction**

About this assessment and what it measures

**00****Overall Results**

Your complete score dashboard across all 5 phases

**01****Prospecting**Score: **100%** — Perfect score**02****Qualification**Score: **75%** — Good, with room to grow**03****Discovery**Score: **100%** — Perfect score**04****Solution Presentation**Score: **75%** — Good, with room to grow**05****Negotiation & Close**Score: **50%** — Key development area



Hi **ALALI**, here is your result!

You scored **80%** on the IT Sales IQ Assessment — an Excellent result across all five phases of the enterprise sales cycle.

◆ IT Sales IQ Assessment · 17 February 2026

About This Assessment

It has been the thinking for years that testing 'personality' determines a salesperson's level of success. This is only partially true — most companies leave out sales skills in these tests. At TALSMART, we have separated the two: **Sales Skills** and **Sales Personality**. The Sales Skills Assessment helps you determine your knowledge of the tech sales process and understand your strengths and areas for improvement.

This is not an assessment of your intelligence. It provides a deeper insight into your abilities that relate to selling. Sales skills, like any other skill, can be learned. These assessments are made up of three types of questions: *scenarios*, *self-assessment*, and *phases of the sales process*.

The scores tell you how ready and suited you are for sales — not whether you will make sales. Your sales personality also plays a very integral role in sales success. We encourage you to take the OMNIA Sales Personality Assessment as well to get a 360-degree view of your competency.

What This Assessment Covers

5 Phases Scored

Prospecting, Qualification, Discovery, Solution, and Negotiation-Close — each assessed independently.

IT Sales Competence

Measures readiness for IT, Software, and Technology enterprise B2B sales specifically.

Full Answer Review

See all answers including wrong ones — learn from every question in the assessment.

Expert Alignment

Discover how your answers compare with expert opinion across each sales phase.

Overall Assessment Results



Phase-by-Phase Score Breakdown



PHASE 01

Prospecting



SCORE

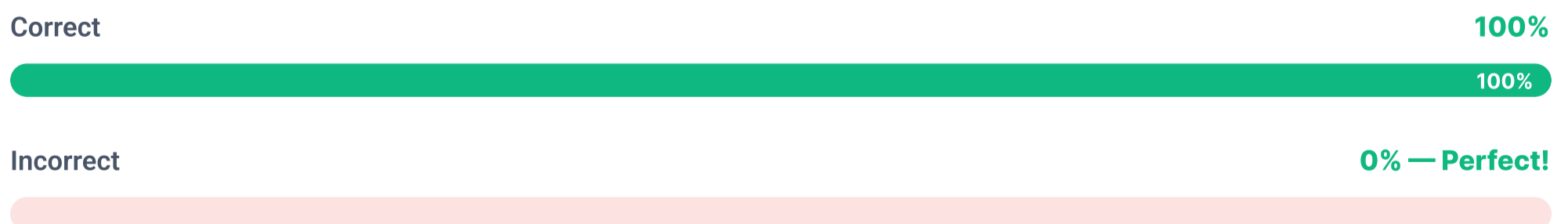
Prospecting is the art of deciding which customers (leads) are worth pursuing and which to discard. The sooner you realize it, the better. Prospecting is usually done by the inside sales team of SDRs/BDRs — but Account Executives and Account Managers also need to do the same for new accounts, dormant accounts, or when there is a need to cross-sell or upsell.

Prospecting is not selling. The goal of prospecting in sales is to:

Key Goals in This Phase

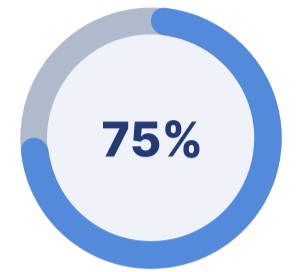
- **Collect Data** — *Identify Business Impact, Goals and Urgency/Timeline*
- **Determine quality of the lead**
- **Establish credibility** — *Gain commitment to proceed with the conversation*
- **Fill your pipeline with prospects ready to close**
- **Sale = Final step** — *in a relationship between you and your lead*

Your Score in This Phase



PHASE 02

Qualification



SCORE

Sales qualification is the act of evaluating potential prospects to determine whether they possess the characteristics that make them a good fit for your product or service. In simpler terms — qualifying a lead means determining whether they are worth your time.

Qualifying is an ongoing process at every stage of the sales cycle. The goal of qualification is to determine:

Key Goals in This Phase

- Who are you spending most of your time with?
- Who needs exactly what you sell?
- Going for 'No' early in the process
- Learning the difference between interest and intent
- Finding the true motivation and type of buyer
- Learning buying and decision-making criteria

Your Score in This Phase



PHASE 03

Discovery



SCORE

Discovery is the next step when you have a pre-qualified opportunity — to determine how much of your time and money is worth spending on them. This is the opportunity to get to know the buyer to see if they could be a good fit for your business.

Sales revenue is won and lost in the discovery phase. It is also the first chance to elevate the buyer experience. The goal of discovery is to:

Key Goals in This Phase

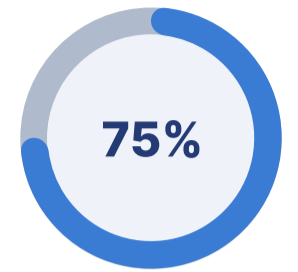
- Learn Business Goals *[Future State]*
- Understand Business Challenges *[Current State]*
- Understand Technical Challenges *[Current State]*
- Recognize if proposed solution fits into their workflow *[Add Value]*
- Confirm KBR owner & encourage collaboration *[Joint Business Value]*
- Recognize the Impact/benefit of proposed solution *[Create New Value]*

Your Score in This Phase



PHASE 04

Solution Presentation



SCORE

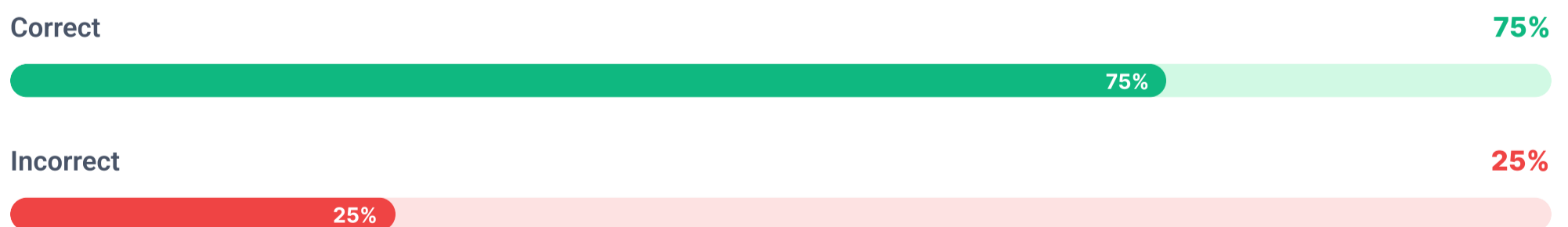
In the solution presentation/demo phase, a sales rep delivers a presentation to a prospective customer to show them the features, capabilities, and value of the product or service. The purpose of a sales demo is to close a deal.

In this phase either you will close the deal or lose the prospect. The goal in solution presentation/demo is to:

Key Goals in This Phase

- Prioritize the challenges and business goals learned during discovery
- Decide if those challenges are still relevant to the buyer
- Address only 3–4 solution attributes and the challenges they address
- Best demo: *short*
- Successful demo: *memorable*

Your Score in This Phase



PHASE 05

Negotiation & Close



50%

SCORE

Most professional salespeople have been well trained in sales but lack negotiation skills. Sales skills allow you to get the sale and can determine your gross receipts, but not your profits. That is done through negotiating ability. Simply put: **Your sales ability determines what you GET – but your negotiating ability determines what you KEEP!**

Negotiation: An agreement or give and take, which both parties feel is a win. The goal is to WIN — for the company, the customer, and the salesperson.

Key Goals in This Phase

- Trust established with the prospect
- POC (Proof of Concept) successful
- Quote submitted
- Sale is done
- Start of customer success journey and expansion

Your Score in This Phase – Key Development Area

Correct 50%



Incorrect 50%



Development tip: Negotiation is the phase with the most growth potential. Focus on understanding win-win frameworks and closing strategies to significantly boost your overall sales effectiveness.

Thank You!

Talsmart is a global player that imparts industry relevant practical sales competency using industry experts and principles of neuroscience. Our training is highly contextual, extremely sticky and enables the development of muscle memory that creates lasting changes in key salesperson attributes of courage, compassion and commitment.



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