

Can success in sales and service be predicted?



You work in sales or service and have a technical background?
You are interested in learning more about yourself, your personality, motives, values and more?
Then take part in our survey and get free access to the best assessments on personality, motives, values and potential and win a 1:1 profiling session with an expert from bluquist.

What is it about?

We investigate whether professional performance in sales and service roles is inherent in personality, values, etc.
Our focus is on people with a technical background.

How?

Personality, motives, values and resources are examined as predictors of customer and business orientation in sales and service roles.

What's in it for me?

- Free access to the bluquist platform & personality assessments (market value approx. 350,-€).
- reflect and learn how you can develop yourself further.

Procedure

1. Answer questions about your professional background and attitudes.
2. Choose team members who will also answer these questions about you.
3. Take part in assessments on the bluquist platform (see below).
4. Complete 2 assessments and receive exclusive access to additional licensed psychological assessments (Reiss-Motivation Profile®, 9-Levels of Value Systems).
5. Win a 1:1 profiling session with one of our qualified experts.
6. Use the information for personal reflection and your development.

Who are we?

We are an interdisciplinary research team from the ESB Business School at Reutlingen University and the bluquist team.

Want to learn more about the project? Take a look at our [Research Page!](#)

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Click here to go directly to the survey: [soSciSurvey](#)

What is bluquist?

- Talent analytics software for the development of people, teams and organizations.
- Enables objective self-assessment and thus contributes to the development of individual potential.
- Combination of scientifically based measurement tools with an interactive dashboard for result analysis
- You can find more information at www.bluquist.com.
- You can see an example of the results here: [YouTube](#)

