

DATE _____

NAME _____

TITLE _____

LOCATION _____

Situation Adaptability Evaluation for Management Personnel

This test has been designed to evaluate the reactions of management personnel to various situations. The situations are based on actual case studies from a well-known educational institution and represent a cross section of test data correlated to evaluate reaction time to difficult situations and the soundness of each decision selected.

There are eight (8) multiple-choice questions. Read each question thoroughly. Place an "X" by the answer you feel is most correct for the circumstances given. Be prepared to justify your decisions. Good luck.

You have four (4) Minutes for this Test

(Do not turn this page until told to do so.)

1. You have prepared a proposal for the Regional Director of Purchasing for your largest customer. The success of this presentation will mean increasing your sales to this company by 100%. In the middle of your proposal the customer leans over to look at your report, and his nose drips in your coffee. You:

- A. Tell him you prefer your coffee black.
- B. Ask to have him checked for any communicable diseases.
- C. Take a leak in his "Out" basket.

2. You are having lunch with a prospective customer, talking about what could be your biggest sale of the year. During the conversation a blonde walks into the restaurant and she is so stunning you draw your companion's attention to her and give a vivid description of what you would do if you had her alone in your motel. She walks over to your table and introduces herself as your companion's daughter. Your next move is to:

- A. Ask for her hand in marriage.
- B. Pretend you've forgotten how to speak English.
- C. Repeat the conversation to the daughter and hope for the best.

3. You are making a sales presentation to a group of corporate executives in the plush office you've ever seen. The hot enchilada casserole and egg salad sandwich you had for lunch react, creating a severe intestinal disturbance. Your sphincter muscle loses its control and you break wind in a most convincing manner, causing three water tumblers to shatter and a secretary to pass out. What you should do next is:

- A. Offer to come back next week when the smell has gone away.
- B. Point to their chief executive and accuse him of the act.
- C. Challenge anyone in the room to do better.

4. You are at a business lunch when you are suddenly overcome with an uncontrollable desire to pick your nose. Realizing that this is somewhat "taboo" in business engagements, but also realizing that it will relieve your severely restricted nasal passages, you:

- A. Pretend to wave to someone across the room and with one fluid motion, bury your forefinger in your nostril.
- B. Get everyone drunk and organize a nose-picking contest, with a prize to the one who makes his nose bleed first.
- C. Drop your napkin on the floor and when you bend over to pick it up, blow your nose on your sock.

5. You've just spent the evening with a supplier who invited you to an all night boiler-maker drinking party. You get home just in time to go to work. You stagger to the men's room and spend the next half-hour vomiting. As you are washing up at the sink, the sales training director walks up, blows his cigar in your face, and asks you to join him for drinks after work. You:

- A. Look him straight in the eye and launch one last convulsion at the front of his Hart, Schaffner & Marx suit.
- B. Nail him right in the crotch, banking on the fact he'll never recognize your green face.
- C. Grasp his hand and pump it until he pees in his pants.

6. You are at dinner with a customer and his wife, who looks like the runner up of the Marjorie Main look alike contest. Halfway through dinner you feel a hand on your lap, groping upward toward your crotch. Being resourceful you:

- A. Accidentally spill hot coffee in your lap.
- B. Slip a note to your waiter to have your customer paged and see if the hand goes away when he does.
- C. Excuse yourself and go to the men's room. If he follows, don't come out until your shorts rot.

7. You are on your way in to see your best account when your zipper breaks and you discover that you forget to put your shorts on that morning. You decide to:

- A. Explain you were just trolling for gays.
- B. Call on the customer's secretary instead.
- C. Buy a baggy raincoat and head for the nearest playground.

8. You have just returned from a trip to Green Bay, Wisconsin, in January and tell your boss that nobody but whores and stupid football players live there. He mentions that his wife is from Green Bay. You:

- A. Ask what position she played.
- B. Ask if she's still working the streets.
- C. Pretend you are suffering from amnesia and don't remember your name.