

Negotiation Aptitude Profile

Purpose: This test will determine whether a person possesses the required skills to negotiate effectively. NAP will assess whether a person has a knack for deal-making in the business world.

No. of questions: 186

Question type: Situational, self-report, memory, mental speed

Estimated completion time: 55 minutes

Shorter versions of assessment: N/A

Report Includes:

- Summary
- Introduction
- Graphs
- Detailed narrative interpretation
- List of Strengths and Limitations
- Negotiation Personality Type
- Advice



Factors and Scales:

Overall Score plus 6 factors, divided into 28 scales:

- Memory Skills: Ability to memorize and recall important details/information.
- Self-control: Ability to monitor and regulate emotions and behavior.
- People Skills: Ability to effectively relate to and deal with others.
- Agreeableness: Refers to overall good-naturedness and likeability.
- Cognitive Acuity: Ability to learn quickly and apply knowledge effectively.
- Knowledge of the Negotiation Process: Assesses understanding of steps in the negotiation process.

28 scales:

- | | |
|------------------------------|---|
| • Memory for Faces | • Social Insight |
| • Memory for Names | • Empathy |
| • Stress Management | • Flexibility |
| • Patience | • Willingness to Withhold Judgment |
| • Anger Control | • Integrity |
| • Perspective | • Use of "Dirty Tactics" |
| • Self-monitoring | • Mental Speed |
| • Communication Skills | • Problem-solving Skills |
| • Listening Skills | • Knowledge of Negotiation Tactics |
| • Social Skills | • Knowledge of Negotiation Principles / Terminology |
| • Persuasiveness | • Preparation and Planning |
| • Conflict-resolution Skills | • Clarification and Justification |
| • Assertiveness | • Bargaining and Problem-solving |
| • Networking Skills | • Closure and Implementation |

APPLICATION:

- Pre-employment
- Training tool
- Skill development