

## TEST PLAN

### REHABILITATION INDUSTRIES REPRESENTATIVE - #0427

1. Minimum Qualifications Screening
2. Agencies may:
  - develop test questions and criteria at the time of recruitment, or
  - use the core supplemental self assessment test that has been developed on:
    - A. Sales, Contracts, and Marketing 70%
    - B. Vocational Rehabilitation 30%
3. Those ranking highest on the test will be invited to participate in the next phase of the selection process.
4. If you are hired, certain knowledge and skills will be assessed during your trial service period

### MINIMUM QUALIFICATIONS

- three years of full-time experience in sales and contracts dealing with products or services and negotiating prices and product specifications; **OR**
- an equivalent combination of training and experience.