

# Business Development Test



# Relevel

by Unacademy

The coming decade is one of immense opportunity for India with the majority of our population under the age of 35 and the rapid growth in global technology.

For a long time, India was known as the land of outsourced opportunities. The past decade however has shown that Indians can build global products and businesses. This is expected to grow manifold in the coming years provided we solve for one crucial element - skilled talent.

Today, there is a massive split between aspirants looking for the right opportunities on one side, and companies hiring for the best talent on the other. Historically exposure to opportunities has been defined by one's college, degree, or who they already knew in the industry. The events over the last year have only made the situation worse.

We believe it is high time to make a change. The hiring process should depend only on your capabilities and skills, not your college degree.

Being India's Largest Learning Platform, democratizing knowledge and access is a core tenet of the Unacademy Group. We are now extending that to opportunities through Relevel by leveling the playing field for millions of Indians. We imagine a future where candidates have a transparent path to the career of their dreams.

At Relevel, we believe your history doesn't matter, your skills do! So, register at Relevel's platform today and grab your dream job!

All the best. We know you can crack it!



# What do I need to do?

The Business Development Test consists of a series of **5 rounds**, conducted on a single day. Candidates who score **above 200** after Rounds 1 and 2 qualify for the subsequent rounds.

Achieve a Relevel score **above 500** and be prepared to receive offers from India's finest companies. **Here's how it works:**

	<b>Rounds 1 &amp; 2</b>	10:00 AM - 11:45 AM
	<ul style="list-style-type: none"><li>• Prove your Aptitude</li><li>• Business Scenarios</li></ul>	
	<b>Rounds 3 &amp; 4</b>	2:00 PM - 3:45 PM
	<ul style="list-style-type: none"><li>• Test your Confidence</li><li>• Make your Pitch</li></ul>	
	<b>Round 5</b>	4:00 PM Onwards
	<ul style="list-style-type: none"><li>• Face the Interview</li></ul>	
	<b>Result Declaration</b>	within 5 working days of the test
	<b>Company Placement</b>	Regular job interviews

# Is this test for me?

If you want to kick-start your career in **Business Development** and you are

- Are a fresher or working professional
- Are actively looking for your first or next job
- Are above the age of 18

This is the right test for you!

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# How do I apply?

Candidates can now register and take the test in three simple steps



Login to [relevel.com](https://relevel.com)



Book your slot and choose the day you wish to take the test



Take a mock test and be ready for the test

## **Prove your Aptitude**

⌚ Duration: 45 mins | Max Marks - 200

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In this assessment, candidates are expected to answer 40 Multiple Choice Questions in General Aptitude.

General Aptitude consists of questions from the areas of Quantitative Ability, Verbal Ability and Reading Comprehension and Data Interpretation and Logical Reasoning.

**Note: There will be negative marking for each question in this round. For each wrong answer, a penalty of 50% negative marking will be applied.**

## **Business Scenarios**

⌚ Duration: 45 mins | Max Marks - 200

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Candidates are expected to answer 40 Multiple Choice Questions on various business scenarios faced in the life of a sales person.

**Note: There will be negative marking for each question in this round. For each wrong answer, a penalty up to 50% negative marking will be applied.**

## **Test your Confidence**

⌚ Duration: 45 mins | Max Marks - 190

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Candidates are expected to record their video responses to 3 common interview questions along with email responses to 2 situational sales scenarios.

## Make your Pitch

⌚ Duration: 45 mins | Max Marks - 185

Candidates are expected to do the role of a salesperson by pitching, negotiating and handling counter proposals based on a case study provided in this round. The responses to each scenario are video recorded.

## Face the Interview

⌚ Duration: 25 mins | Max Marks - 225

An Asynchronous interview, where you will be taken through a structured questionnaire to access your abilities.

# How am I shortlisted?

### Qualification Criteria -

- Candidates who score more than 200 in Rounds 1 and 2, qualify for subsequent rounds
- Candidates who score more than 500 in total qualify the Relevel Test

Candidates will be called for interviews by companies based on their overall Relevel score.

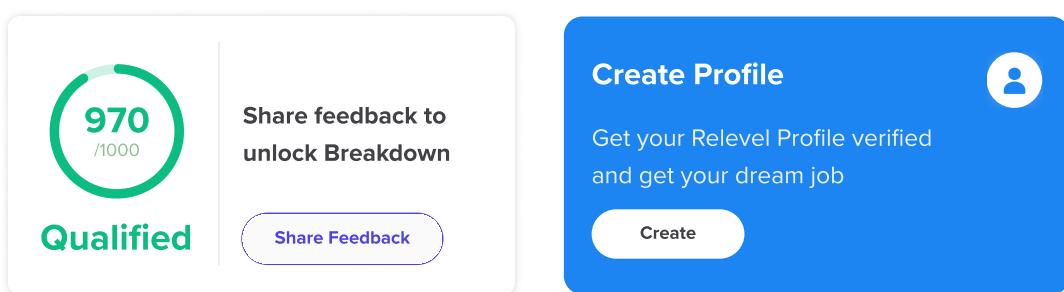


# What does my profile look like?

Each round is used to assess key competencies needed to perform in a Business Development role. **All qualified candidates will receive a personalised profile:**

**Bravo, you've completed the test!**

Here are your results statistics for the test on June 21st 2021

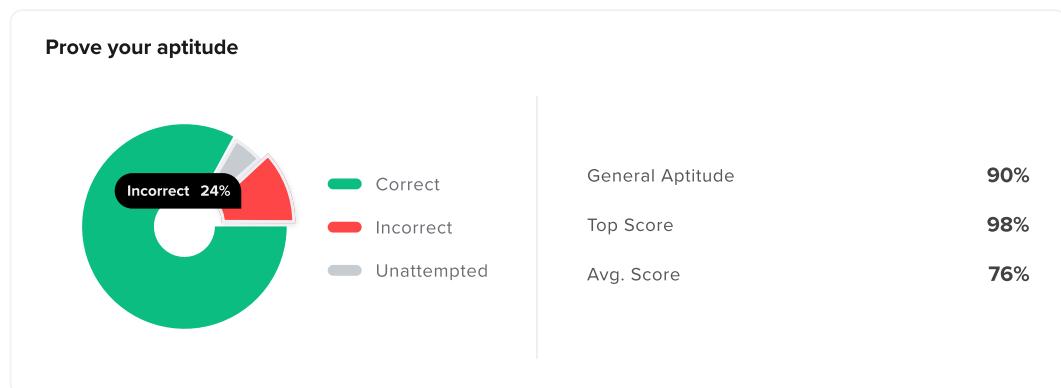


## Skills and Areas of Knowledge

	<b>SQL Proficiency</b>	44.3/200	
	<b>Data Interpretation and Analysis</b>	44.3/200	
	<b>Excel Proficiency</b>	44.3/200	
	<b>Communication</b>	44.3/200	

## Roundwise Results

Round 1   Round 2   Round 3   Round 4   Round 5





# Syllabus

## Quantitative Ability

1. Number system, Decimals, Fractions
2. Simplification, HCF and LCM
3. Ratio and Proportion, Percentage
4. Partnership, Average, Profit and Losses
5. Simple Interest and Compound Interest
6. Mensuration, Time and Work
7. Time and Distance

## Suggested Reading Materials

1. [How to Prepare for Quantitative Aptitude by Arun Sharma](#)

## Verbal Ability & Reading Comprehension

1. Synonyms, Antonyms (Vocabulary Based)
2. Grammar or English Usage
3. Correction in Sentence
4. Fill in the blanks
5. Jumbled Paragraph and Cloze Passage
6. Analogies and Reverse Analogies
7. Meaning/Usage Match in terms of context of question
8. Verbal Reasoning
9. Summary Questions
10. Reading Comprehension
11. Usage of foreign language words
12. Multiple usage of one word
13. Idioms and phrases
14. One-word substitution
15. Odd sentence out

## Suggested Reading Materials

1. [Mastering the Verbal Ability](#)



# Syllabus

## Data Interpretation & Logical Reasoning

1. Caselets and Tables
2. Bar Graphs, Column Graphs, Venn Diagrams
3. Line Charts & Pie Chart
4. Combination of two or more types linked to each other
5. Number and Letter Series
6. Calendars, Cubes and Clocks
7. Binary Logic
8. Seating Arrangement, Matching
9. Logical Sequence, Connectives
10. Blood Relations, Games and Tournaments
11. Routes and Networks
12. Missing Information/Incorrect Information

## Suggested Reading Materials

1. Logical Reasoning and Data Interpretation by Nishit Sinha

## Business Acumen

1. Types of Sales
2. What are you selling?
3. Who are you selling to?
4. Lead Generation and CRM
5. How to sell? - Pitching, Negotiation, Closing
6. Metrics and KPIs
7. Sales Management
8. Account Management

## Suggested Reading Materials

1. New Sales. Simplified. by Mike Weinberg
2. To Sell Is Human by Daniel H. Pink

# Make Your Next Stop: **SUCCESS**

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**Apply Now**

**[www.relevel.com](http://www.relevel.com)**

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