Beehyv

Inside Sales Screening's report

Submitted on Jan 07 2026 16:44:32 IST

15.0 (37.5%)
scored out of 40

Needs review
in the assessment (Cut-off score >= 50%)

6
problems attempted out of 6

Proctoring verdict
Analysis in progress

Test time analysis

1m 35s
time taken for completion

Jan 07 2026 16:42:12 IST
test invite time

Jan 07 2026 16:42:56 IST
test start time

Jan 07 2026 16:44:32 IST
test end time

Performance summary

3
solutions accepted

2
solutions needs review

1
solution rejected

Solutions

Problem Name	Problem Type	Status	Score
Day-One Execution	MCQ	REJECTED	**0.0** / 5
Lead Preparation and Outreach	MCQ	ACCEPTED	**5.0** / 5
Campaign Health	MCQ	ACCEPTED	**5.0** / 5
HubSpot Lifecycle and Deal Logic (MCQ)	MCQ	ACCEPTED	**5.0** / 5
HubSpot Follow-Up Control (Short Answer)	Subjective	NEEDS REVIEW	**-**/ 10
Sales Navigator Signal Use (Short Answer)	Subjective	NEEDS REVIEW	**-**/ 10

Detailed Report

Problem 1 : Day-One Execution

MCQ   SCORE: **5**

In your first 10 working days, which of the following would you prioritise first?

(Select up to 3)

Solution

REJECTED   SCORE: **0.0** / 5

Redesigning sales messaging

CANDIDATE'S ANSWER	CORRECT ANSWER

Cleaning and standardising lead data

CANDIDATE'S ANSWER	CORRECT ANSWER

Setting up tracking for outreach and follow-ups

CANDIDATE'S ANSWER	

Studying competitors in depth

	CORRECT ANSWER

Running small test outreach immediately

Problem 2 : Lead Preparation and Outreach

MCQ   SCORE: **5**

You receive a list of companies but no verified contacts. What is the correct sequence?

Solution

ACCEPTED   SCORE: **5.0** / 5

Start outreach at company level and find contacts later

CANDIDATE'S ANSWER   **CORRECT ANSWER**

Identify decision roles first, then enrich contacts, then outreach

Send generic emails to info@ addresses

Ask marketing for better leads before starting

Powered by doselect

Problem 3 : Campaign Health

MCQ   SCORE: **5**

Which metrics do you check most frequently when running inside sales outreach?

(Select up to 3)

Solution

ACCEPTED   SCORE: **5.0** / 5

Number of leads uploaded

CANDIDATE'S ANSWER	CORRECT ANSWER

Connection acceptance rate

CANDIDATE'S ANSWER	CORRECT ANSWER

Reply rate

CANDIDATE'S ANSWER	CORRECT ANSWER

Meetings booked

Total emails sent

Problem 4 : HubSpot Lifecycle and Deal Logic (MCQ)

MCQ SCORE: **5**

When should a **deal** be created in HubSpot?

Solution

ACCEPTED SCORE: **5.0** / 5

When a lead is uploaded into the CRM

After the first outbound email is sent

CANDIDATE'S ANSWER **CORRECT ANSWER**

When there is clear buying intent or a meeting is scheduled

Only after a proposal is shared

Problem 5 : HubSpot Follow-Up Control (Short Answer)

SUBJECTIVE   SCORE: **10**

How do you ensure **no follow-up is missed** in HubSpot over a 2–3 week outreach window?

Solution

NEEDS REVIEW   SCORE: **-** / 10

Test Answer

Problem 6 : Sales Navigator Signal Use (Short Answer)

Name **two signals** in Sales Navigator that would make you prioritise a prospect.

Solution

Test Answer