

FREE PLACEMENT QUIZ · TECHNICAL SKILLS COLLEGE

Which Technical Track Fits You?

A 24-statement placement quiz across four career tracks — estimating, production management, field service, and technical sales — with a scoring key and your next three steps.

How the quiz works

For each of the 24 statements, give yourself **2** if it clearly sounds like you, **1** if somewhat, **0** if not. There are four tracks; you score each track separately. Your highest section is your best-fit starting track — and the gap between your top two tells you whether to specialize now or sample first.

Track A — Estimating & cost analysis

1. I like producing a precise answer other people rely on to make decisions.
2. Working from drawings, specs, or damage photos to a number sounds satisfying.
3. I would rather be mostly right and defend my method than fast and vague.
4. Spreadsheets, takeoff software, and pricing databases don't intimidate me.
5. I'm comfortable telling a customer or manager a number they don't want to hear.
6. I enjoy finding the 3% of a bid that everyone else missed.

Track B — Production & operations management

1. I naturally organize people and sequence work when things get chaotic.
2. Hitting a daily output target with a team sounds energizing, not stressful.
3. I can hold quality and speed in tension without letting either collapse.
4. I want responsibility for schedules, handoffs, and bottlenecks.
5. I read a problem as a process failure before I blame a person.
6. I'm willing to be the one accountable when the line misses.

Track C — Field service & utilities

1. I'd rather solve problems on-site than at a desk.
2. Reading systems — electrical, water, gas, network — comes naturally to me.
3. I like work where the day is different every day and I own my truck/route.
4. Safety procedures feel like professionalism, not paperwork.
5. I can explain a technical fix to a homeowner in plain words.
6. Weather, ladders, and crawlspaces don't put me off.

Track D — Technical sales & customer advisory

1. People say I explain complicated things clearly.
2. I like the moment a customer's confusion turns into a decision.

3. A pay plan tied partly to results excites me more than it scares me.
4. I can hear “no” several times a day without taking it home.
5. I enjoy learning a product deeply enough to be the go-to answer.
6. Building a base of repeat customers sounds like an asset worth years of work.

Read your result

Pattern	Read	Move
One track ≥ 9 , others ≤ 6	Clear fit	Start that track’s foundations course this month
Two tracks within 2 pts	Hybrid profile	Take both intro modules; many roles (service estimator, sales engineer) sit exactly on your overlap
All tracks 6–8	Broad, undecided	Do the one-week sampler of each track before committing money or time
All tracks ≤ 5	Signal, not verdict	Retake in a month; scores this flat usually mean the statements felt abstract — shadow one real professional first

What each track leads to

Track	Entry roles	Typical progression
Estimating	Junior estimator, auto damage estimator, takeoff tech	Senior estimator → chief estimator / cost consultant
Production	Line lead, production coordinator	Production manager → plant/ops manager
Field service	Service tech, utilities advisor, installer	Lead tech → field supervisor → service manager
Technical sales	Counter sales, service advisor	Territory rep → key accounts → sales management

Honesty rule: score the statements for who you are on an average Tuesday, not who you’d like to be. The quiz only works on real answers — and no result locks you in; tracks share a technical core and switching early is cheap.

Your next three steps

1. Take the free foundations module of your top track.
2. Talk to one person doing the job — 20 minutes about a real week beats any brochure.
3. Set a 30-day checkpoint: after the module, rescore the quiz and commit or switch.

How to read a tie honestly

Ties are information. Estimating + Sales usually means customer-facing technical advisory — service writer, sales engineer, insurance adjuster. Production + Field service points to site supervision and installation management. Estimating + Production is the classic path into project management. Sales + Field service is the service-advisor

profile every dealership and home-services company is short of. If your tie crosses a desk track and a field track, try the field one first — it is easier to move from the field to the desk later than the reverse, and field experience makes the desk version of you better.

What the tracks pay off in (beyond salary)

Track	The compounding asset you build	Watch out for
Estimating	A defensible track record of accurate numbers	Becoming the bottleneck; learn to document your method
Production	Teams that hit targets without you hovering	Burnout from owning every fire; delegate the routine
Field service	A reputation + license/cert stack that travels anywhere	Body wear; plan the move to lead/supervisor by year 10
Technical sales	A book of repeat customers that pays you for years	Income swings early; bank the good months

Questions to ask in your 20-minute shadow conversation

- What does an average Tuesday actually look like, hour by hour?
- What surprised you most in your first six months?
- What separates the people who advance from the people who stall?
- What would you study first if you were starting today?
- What part of the job does nobody warn you about?

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