

## WIMBUSH INDIVIDUAL CONTRIBUTOR ABILITY TEST RESULTS

**RESULTS FOR:**      **Good Attorney**

Date: 10/2/2013

Contact Person      Fletcher Wimbush

Position:              Attorney

Researcher's Comments:      Please feel welcome to call me with any questions. 719-637-8495

Excellent with People but OK Logic.

My comments will be included in the Aptitude test results.

Minutes to do the test:

38

Because it took lesss than 45 and more than 27 minutes, the overall results were not affected.

Position Benchmarks:

ATTORNEY

DEFINITION:

An Attorney is a person who advises or represents others in legal matters and may be authorized to act on someone else's behalf.

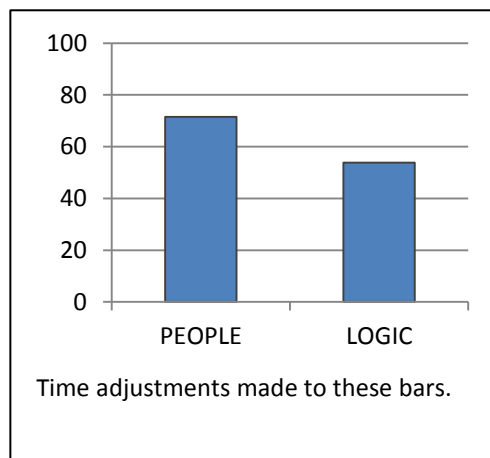
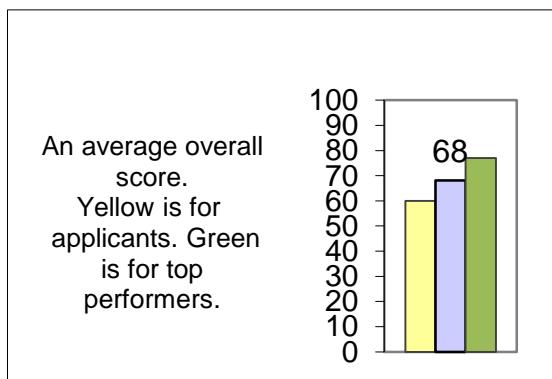
TESTING PROFILE:

An ATTORNEY should be strong in Dealing with People, Managing Fear, Initiative and Communication traits as well as strong in the Logic traits.

Honesty:      **100**

Attitude:      **63**

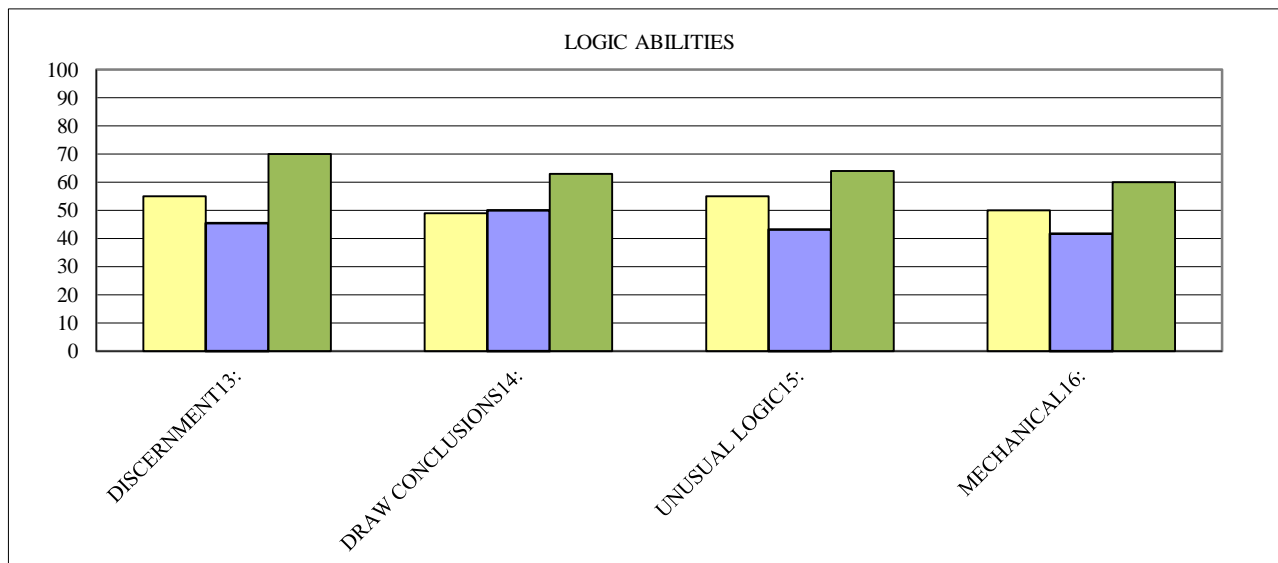
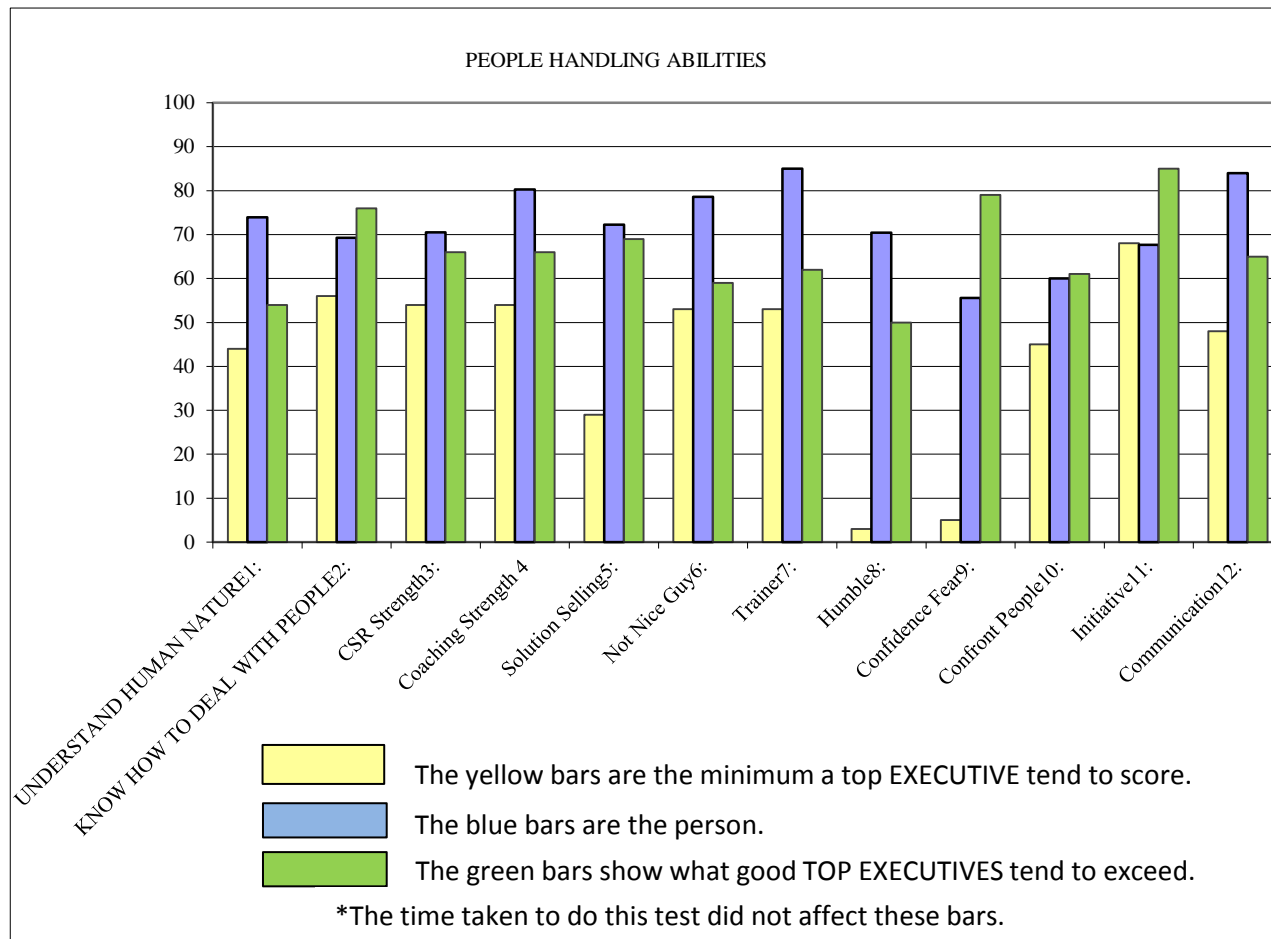
### IC ABILITY CHARTS



PEOPLE and LOGIC Percentage with time adjustments:

**68**

## PEOPLE AND LOGIC CHARTS



## IC ABILITY People Traits and Descriptions

### PEOPLE PERSON/LOGICAL PERSON BALANCE:

This person is better suited to people handling positions than doing analytical problem solving.

### UNDERSTANDING HUMAN NATURE:

Understanding how people will behave, or are, in given situations is excellent.

### KNOWING HOW TO DEAL WITH PEOPLE:

Knowing how to deal with people in given situations is very good.

### CSR (CUSTOMER SERVICE REPRESENTATIVE) STRENGTH:

An excellent savvy of being CSR humble and CSR communication but borderline CSR listening.

### COACHING STRENGTH:

A good savvy of a realistic approach but excellent coaching motivation and coach listening.

SUB COACHING-A realistic approach.

An excellent understanding of interactive coaching and reading people signs.

### SOLUTION SELLING:

A good understanding of speaking up, excellent questioning but very poor sol. sell. listening.

### NOT A NICE GUY:

An excellent understanding of confronting reality but very poor not being nice about confronting people.

### TRAINER:

An excellent understanding of observing comprehension but OK interactive training savvy.

### HUMBLE:

This person is modest, willing to admit mistakes and has a good idea of one's limitations.

### CONFIDENCE FEAR:

This person has a very poor understanding how fear can affect personal confidence.

### CONFRONT PEOPLE:

This person has a good understanding of the need to confront people at times.

### INITIATIVE:

This person believes in using initiative.

### COMMUNICATION:

This person has an excellent idea of what it takes to efficiently get an idea over to another.

## IC ABILITY Logic Traits and Descriptions

### DISCERNMENT:

This person is borderline at seeing the subtle differences between one thing and a similar group of things.

### DRAW CONCLUSIONS (Only 2 questions to this trait.):

This person is borderline at being able to deduct one piece of information from another group of information.

### UNUSUAL LOGIC:

This person has a poor ability to step outside the box and see simple solutions to logic problems.

### MECHANICAL PROBLEMS:

This person is poor at being able to solve mechanical problems accurately.