

WIMBUSH-SL
Hunter With Cold Calling Duties

Results for: **Example** Date: 4/10/2014

Client Company: Your Company

Contact Person: Fletcher

Position: Hunter Sales

Accuracy of Result ?

OK

Due to exaggeration in filling in the assessment.

This would only affect the reliability of this assessment's results but not be a negative by itself.

Personality for Position ?

Ideal

This person has the ideal personality quadrant for this position.

Competency ?

Very Good

This person could be a slow worker because s/he took a long time to do the competency test.

Sales Ability results for Managing Fear and Overall Sales are strong.

Attitude ?

Very Good

The sentence below describes what could happen when someone answers the questions like this person did.

7.5 Attitude Level. Clients will tell me the employees who filled in the assessment like this one have either a great attitude or a good one and 5% reported a poor attitude.

Because the Ability to Apply is high, this has indicated in almost all cases that the person is a hard worker.

Language Mastery ?

Good

The word test indicates an above average ability to read.

The Behavioral Type ?

This person has Controller/Assertive behavior. S/he will tend to be interested in managing or persuading others, leading people and getting things done. This person will be results oriented. This person will speak up and state his or her opinions and will want to win at whatever he or she takes on.

This person would rather work in sales management or leadership roles managing other leaders.

Positions Most Suited for ?

Persuasive Salesperson willing to cold call, Telemarketer.

Persuasive Sales and Cold Calling.

% Chance of a Good Hire ?

87

Based on the Ability test results and four categories above.

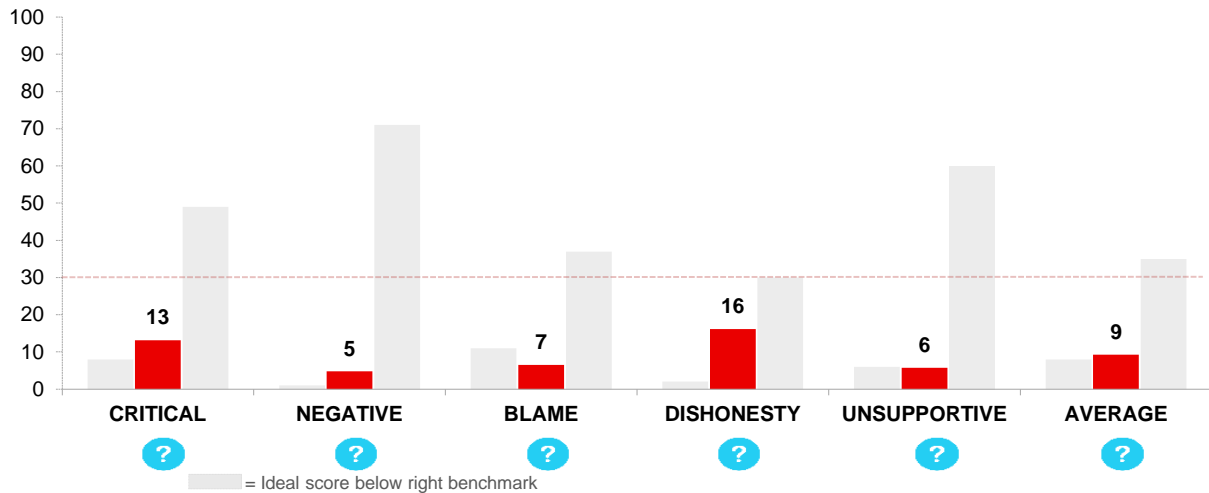
(This % is based on the assumption the person has the right experience, training and interest for this position.)

Even though the reliability of the way this assessment was filled in is weak, I would still risk hiring this person if interviews etc. also look good.

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Integrity and Attitude

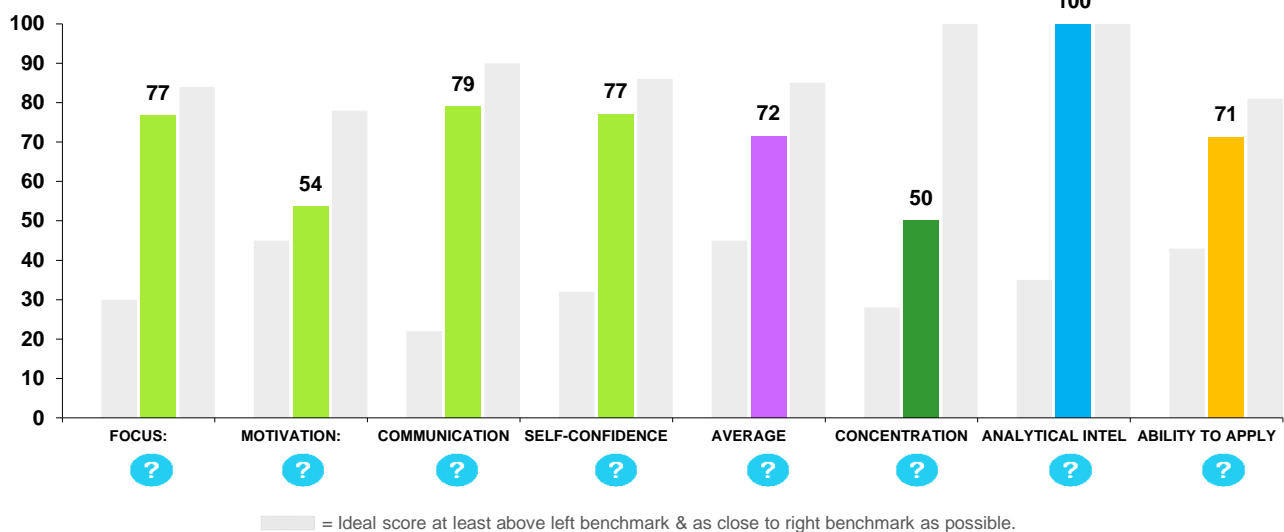
Example



The more below the 30 average the better the attitude. The higher above the 30 average the worse the attitude.

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Emotional Competency



BECAUSE OF ASSESSMENT HONESTY, THESE RESULTS COULD BE BETTER OR WORSE.

BECAUSE ASSESSMENT HONESTY IS LOW, THESE RESULTS COULD BE BETTER OR WORSE.

A person applying for a job will fill this assessment in differently than one securely in a job.

IMPORTANT: Existing employees are marked differently than candidates.

[CLICK HERE](#) for information on how results for existing employees differ from candidates.

Results for: **Example**

Date: 4/10/2014

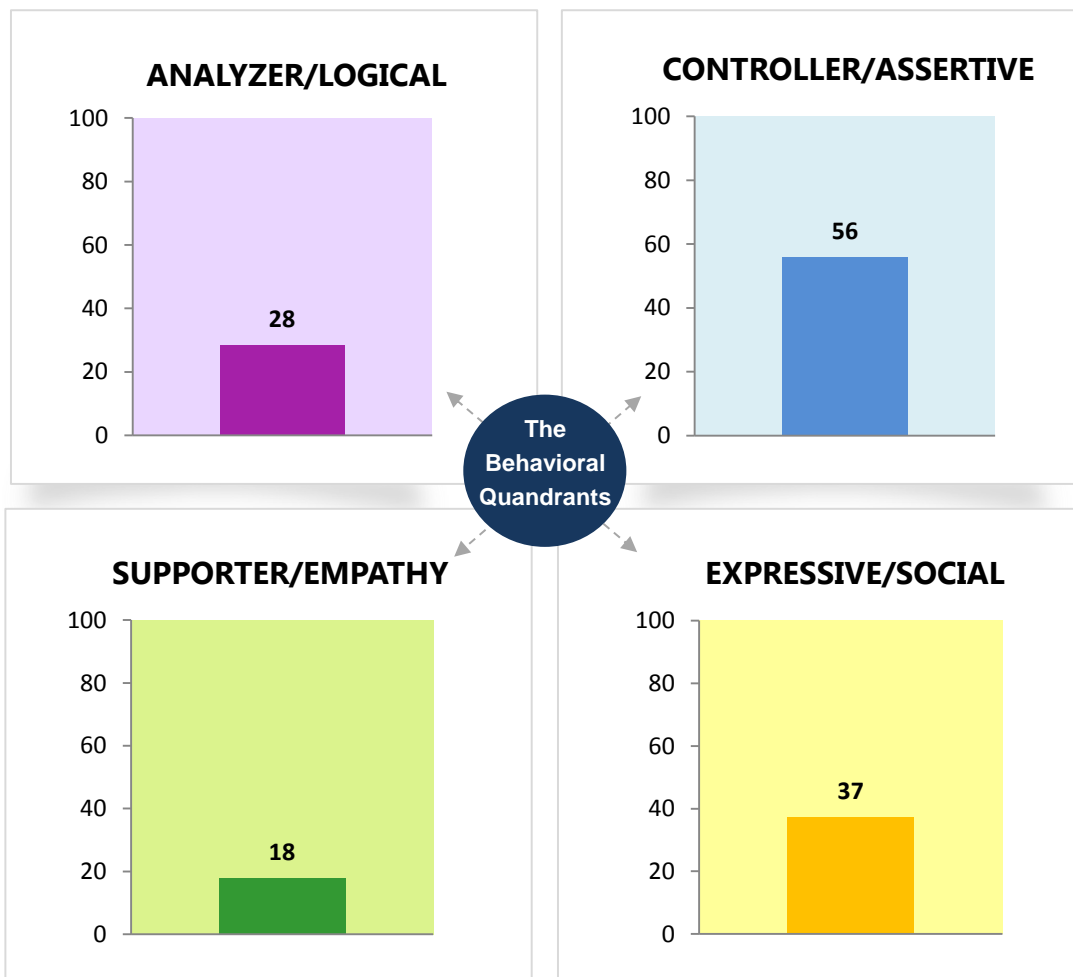
The Behavioral Quadrants

The personality type is:

A Controller/Assertive.

Benchmark:

A Hunter should ideally be a Controller/Assertive or a mix with Analyzer/Logical or a mix with Expressive/Social and are successful Supporter/Empathy 10% of the time with strong Hunter traits.

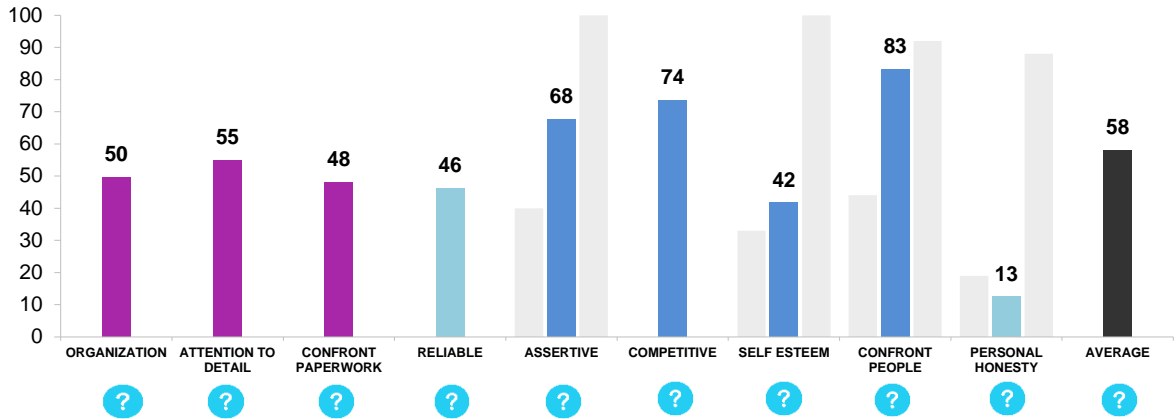


The dominant quadrant is determined by the most diagonal difference.

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TOP QUADRANTS

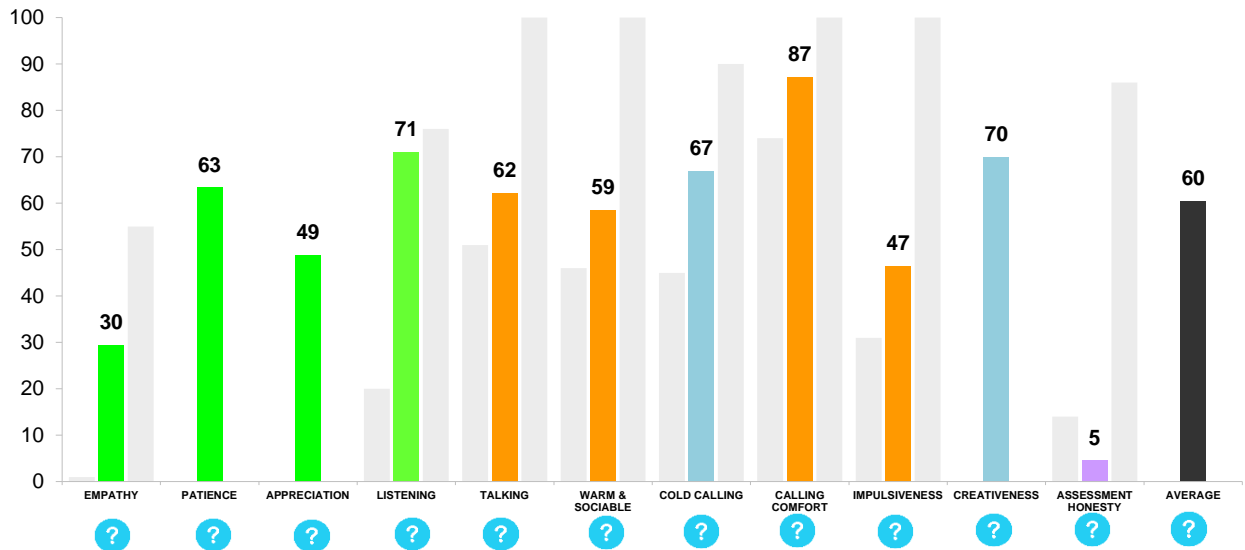
Example



The grey bars are the lowest and highest levels for top performers.

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BOTTOM QUADRANTS



The grey bars are the lowest and highest levels for top performers.

Overall
Results for: Example

Date: 4/10/2014

CAUTION: The results of these assessments are designed as an aid or tool for interviewing. These results by themselves should not be used for pre-employment screening or other personnel decisions.

Language Mastery ?

The word test indicates an above average ability to read.

Consistency

This person answered the questions well enough for a good result.

Attitude ?

From a good (6.5) to an excellent (8) highest level attitude.

Competency ?

From a very good (7) level to an Excellent (8) level of competence.

Behavioral Type ?

A CONTROLLER/ASSERTIVE.

Positions Most Suited For: ?

Persuasive Salesperson willing to cold call, Telemarketer.
 Persuasive Sales and Cold Calling.

Overall Recommendation ?

Hunter with cold calling duties:

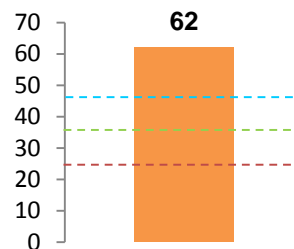
62

Top performer is over 45

Medium is 35

Borderline is 30

Below 26 is poor



Integrity And Attitude

| | |
|------------------|--|
| Critical | This applicant has a balanced view of other's faults. |
| Negative | This applicant has a mostly positive outlook on life. |
| Blame | This applicant tends to take responsibility for his or her mistakes. |
| Dishonest | This applicant is likely to be truthful. |
| Unsupport | This applicant will be very supportive of leadership. |
| Average | This person's attitude is highly likely to be good. |

THE TEXT DESCRIPTIONS BELOW ARE TEXT BOOK DESCRIPTIONS OF PEOPLE LIKE THIS

Analyzer/Logical As It Relates To This Person

S/he will be more interested in overviews than detail descriptions. S/he may feel more comfortable being focused on immediate results than wanting to double check things, being thorough, being exact or being structured. See page 87 and 90 of the assessment manual.
This person would rather manage, supervise or lead people and get things done rapidly.

Controller/Assertive As It Relates To This Person

*This person has Controller/Assertive behavior. S/he will tend to be interested in managing or persuading others, leading people and getting things done. This person will be results oriented. This person will speak up and state his or her opinions and will want to win at whatever he or she takes on.
This person would rather work in sales management or leadership roles managing other leaders.*

Expressive/Social As It Relates To This Person

S/he is less interested in building relationships than getting immediate results. S/he is more interested in managing or persuading others and getting things done than having fun. His or her greatest fear is losing control or failing to achieve goals. This person indicated a good degree of comfort in making cold sales calls which shows strength as a prospector for new business along with a willingness to close sales.

Supporter/Empathy As It Relates To This Person

S/he is less concerned for the welfare of others than in managing or persuading people or getting rapid results. S/he is more concerned over failures to reach goals than fears of confrontations. Pleasing others or building relationships is less important than getting things done rapidly.
This person would rather NOT work in a people pleasing or care giving role.

THE ABOVE DESCRIPTIONS ARE PARTLY A SUMMARY OF HOW THE PERSON ANSWERED THE QUESTIONS AND PARTLY FROM THE TYPICAL BEHAVIOR FOR HIS OR HER QUADRANT. THESE DESCRIPTIONS ARE FAR MORE LIKELY TO DESCRIBE THE PERSON'S TRUE FEELINGS AND BELIEFS THAN HIS OR HER OUTWARD PRESENTATION, WORDS AND ACTIONS.
NOTE: THESE QUADRANTS WERE FIRST NOTED 2,400 YEARS AGO AND ARE WIDELY USED TODAY.
EACH QUADRANT HAS PROS AND CONS--MATCHING THE JOB TO THE RIGHT QUADRANT IS THE KEY.