

Results for: **Good Relationship Hunter Sales** Date: 7/27/2012
Client Company: Your Company
Contact Person: Fletcher Wimbush
Position: Relationship Hunter Sales

ACCURACY OF RESULTS:**Good**

Due to honestly answering the questions.

This is not a positive in itself-it just means the results are a lot more reliable than average.

PERSONALITY FOR POSITION:**Good**

This person has a Good personality quadrant for this position but not ideal.

Not ideal because the personality quadrants do not match the quadrant benchmarks exactly.

COMPETENCY:**Very Good**

Sales Ability results for Overall Sales, Relationship Sales, and Solution Selling are strong.

ATTITUDE:**Good**

The sentence below describes what could happen when someone answers the questions like this person did.
7 Attitude Level. There is an 90% chance of a good or very good attitude based on how this person filled in the assessment but a 10% chance of a poor or borderline attitude.

LANGUAGE MASTERY:**Good**

The word test indicates an above average ability to read.

THE BEHAVIORAL TYPE:

This person is an Expressive/Social. This person enjoys meeting and talking to people, socializing and is extroverted. S/he likes variety, coming up with ideas and being fashionable. S/he is concerned about presentation—not accuracy and not messing with the details. He or she may enjoy jobs that require verbal

POSITIONS MOST SUITED FOR:

Supervisor.

Relationship Salesperson, Announcer, PR Person, Group Trainer.

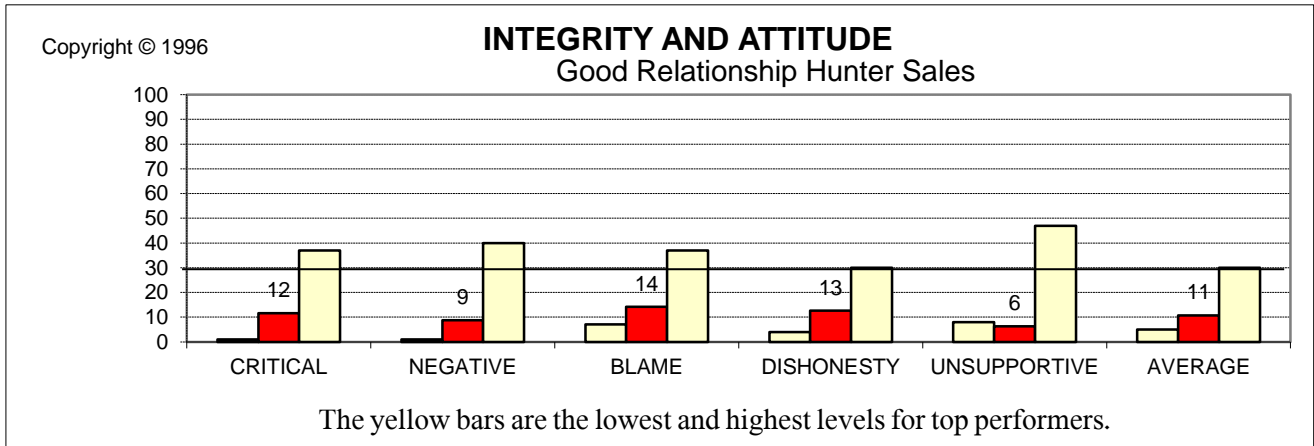
Persuasive Sales and Cold Calling.

% CHANCE OF A GOOD HIRE:**90**

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.)

I would risk hiring this person if interviews etc. also look good.



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

[Critical](#)

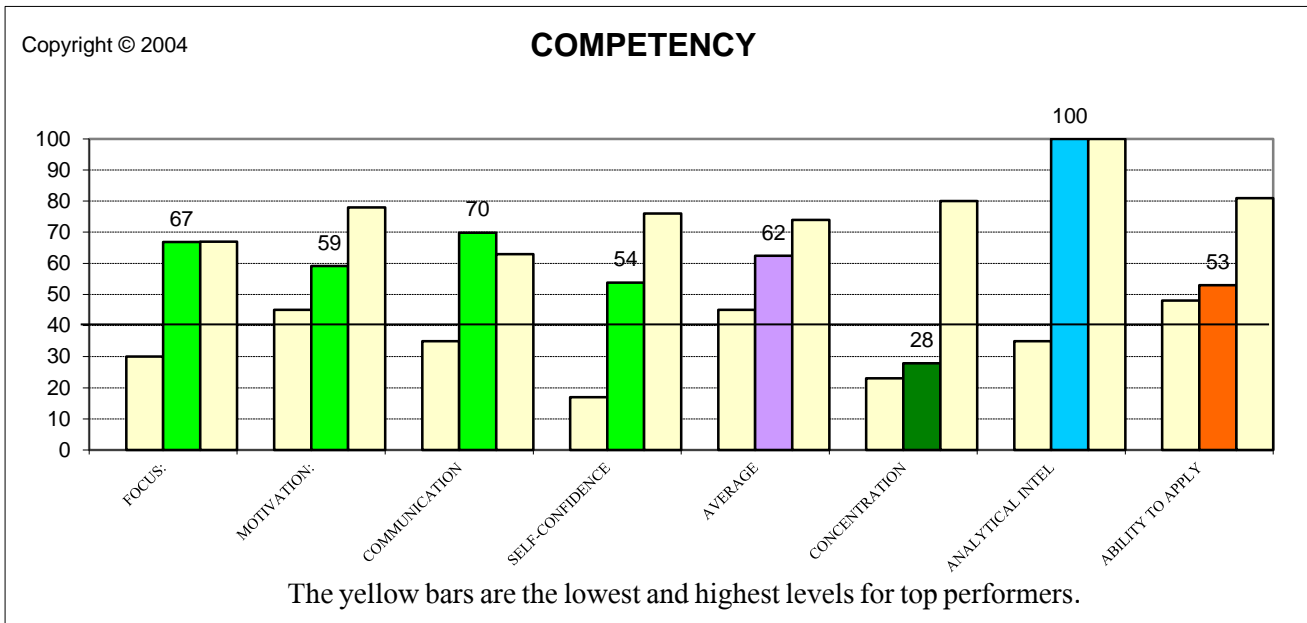
[Negative](#)

[Blame](#)

[Dishonesty](#)

[Unsupportive](#)

[Average](#)



[Motivation](#)

[Self Confidence](#)

[Concentration](#)

[Ability to Apply](#)

[Focus](#)

[Communication](#)

[Average](#)

[Analytical Intelligence](#)

The more above the 40 average the better the competence. Below the 40 average the worse competence.

Results for: **Good Relationship Hunter Sales**

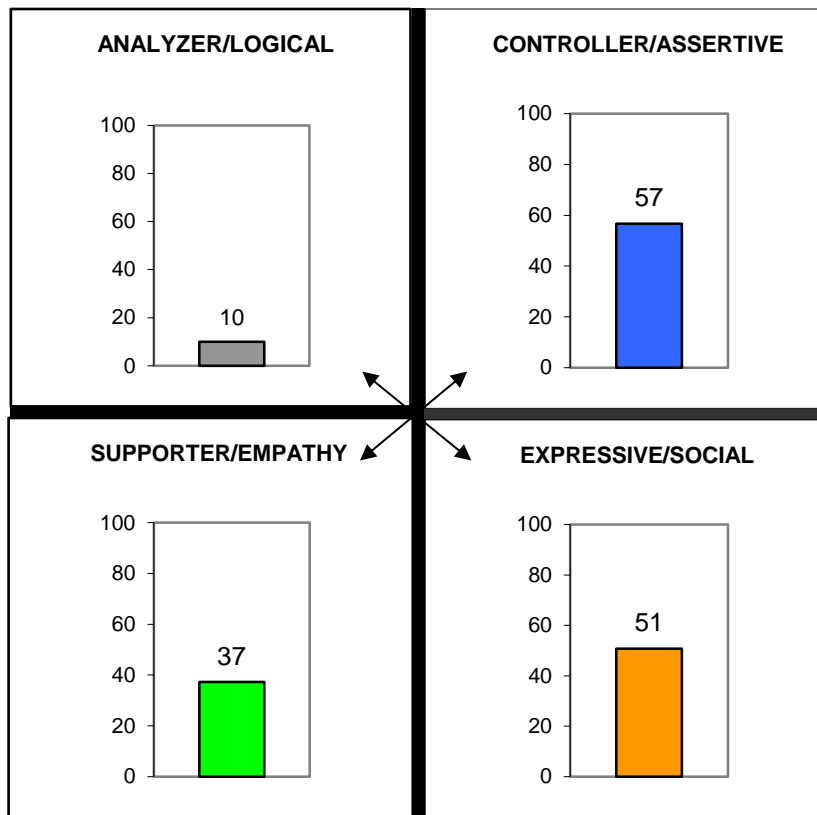
Date: 7/27/2012

THE BEHAVIORAL QUADRANTS

THE PERSONALITY TYPE IS:
AN EXPRESSIVE/SOCIAL.

Benchmark:

An ideal Relationship Hunter should be a Supporter/Empathy by itself but can be any quadrant. The worst would be a strong Analyzer/Logical or a strong Controller/Assertive.

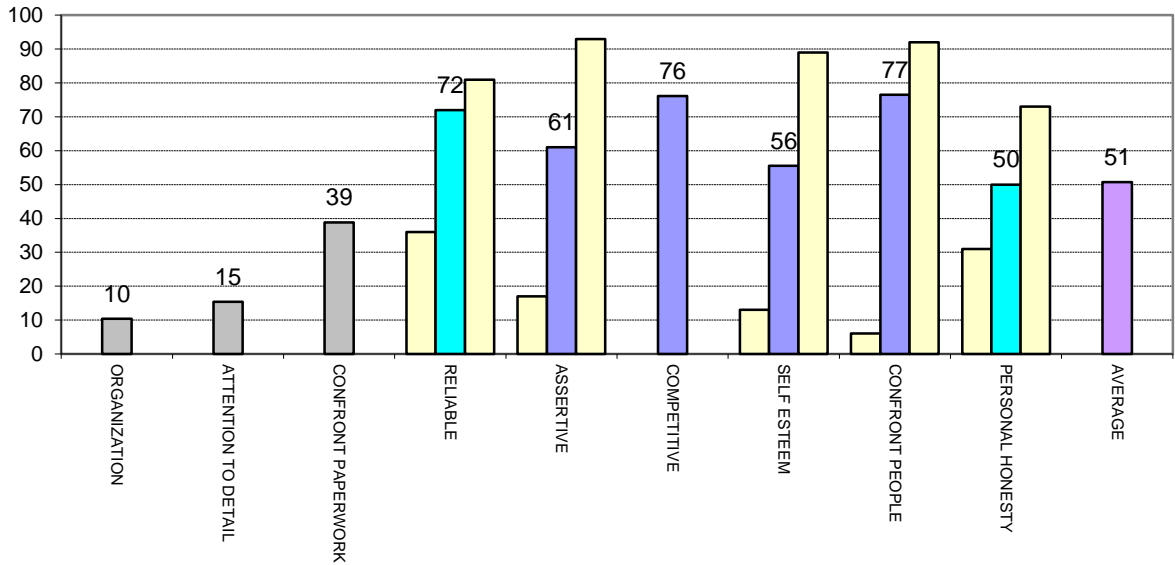


The dominant quadrant is determined by the most diagonal difference.

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TOP QUADRANTS

Good Relationship Hunter Sales

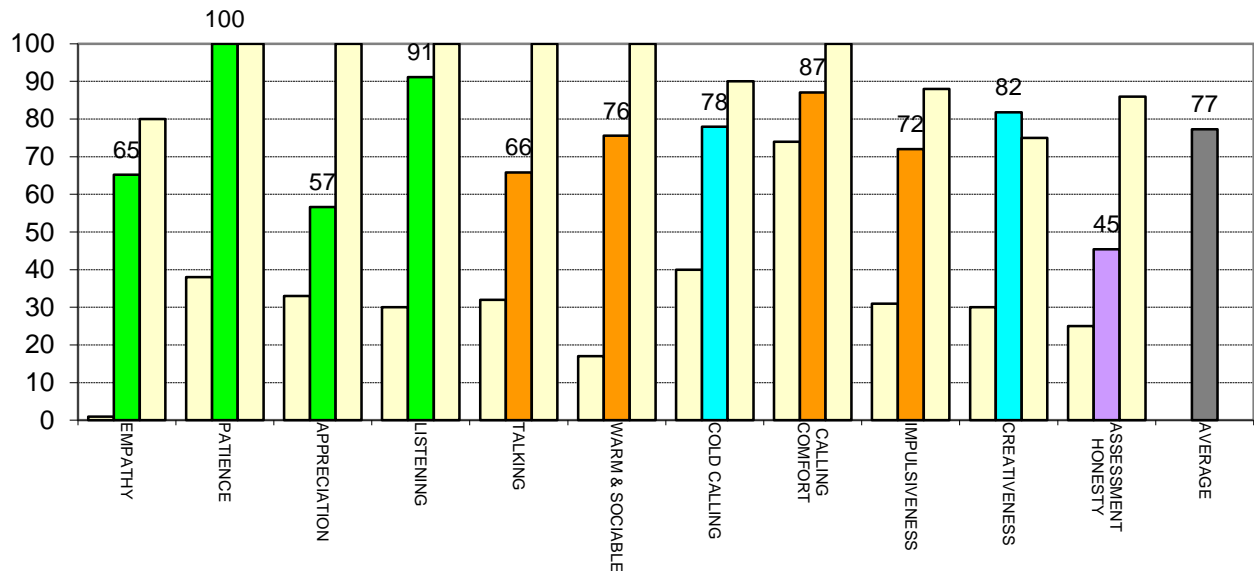


The yellow bars are the lowest and highest levels for top performers.

[Organization](#) [Confront Paperwork](#) [Assertive](#) [Self Esteem](#) [Personal Honesty](#)
[Attention to Detail](#) [Reliable](#) [Competitive](#) [Confront People](#) [Average](#)

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BOTTOM QUADRANTS



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

[Empathy](#) [Appreciation](#) [Talking](#) [Cold Calling](#) [Impulsiveness](#) [Assessment Honesty](#)
[Patience](#) [Listening](#) [Warm & Sociable](#) [Calling Comfort](#) [Creativeness](#) [Average](#)

Overall

Results for: **Good Relationship Hunter Sales**

Date: 7/27/2012

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 must have read and answered the questions very thoroughly.

ATTITUDE:

From an OK (6.0) to an excellent (8) highest level attitude.

COMPETENCY:

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

BEHAVIORAL TYPE:

AN EXPRESSIVE/SOCIAL.

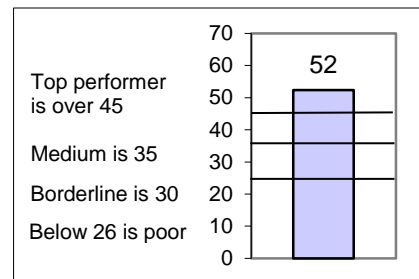
POSITIONS MOST SUITED FOR:

Supervisor.
Relationship Salesperson, Announcer, PR Person, Group Trainer.
Persuasive Sales and Cold Calling.

OVERALL RECOMMENDATION

Persuasive Sales with cold calling duties:

52



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 very honest.
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

This person will be more interested in overviews than details descriptions. S/he will NOT be interested in being methodical. S/he would rather be spontaneous than want to organize things, be exact and be structured. See page 88 and 90 of the assessment manual for more explanation. This person will NOT want to do reports, administration, accounting, estimating, organizing or engineering work.

CONTROLLER/ASSERTIVE AS IT RELATES TO THIS PERSON

Although Controller/Assertive
is NOT
his or her main quadrant,
s/he has strength in it.

EXPRESSIVE/SOCIAL AS IT RELATES TO THIS PERSON

This person is an Expressive/Social. This person enjoys meeting and talking to people, socializing and is extroverted. S/he likes variety, coming up with ideas and being fashionable. S/he is concerned about presentation—not accuracy and not messing with the details. He or she may enjoy jobs that require verbal presentations, announcing, promoting, public relations work and sales.

SUPPORTER/EMPATHY AS IT RELATES TO THIS PERSON

Expressive people like this want to have fun at work while trying to get results. This person is concerned about fears of getting bored but not as concerned about making mistakes. S/he prefers relationship building, networking and prospecting and some persuasive selling and closing sales. S/he will prefer interacting with other people than doing detail oriented and structured jobs.

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.