

WIMBUSH-IC

RELATIONSHIP VEHICLE SALESPERSON

Results for: **Good Relationship Vehicle Sales** Date: 9/23/2013
Company Name: Your Company
Contact Person: Fletcher Wimbush
Position: Relationship Vehicle 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 THIS POSITION:

Good

Any personality quadrant is good for this position and therefore no ideal quadrants are possible.

COMPETENCY:

Very Good

Sales Ability results for Know how to Deal with People and Relationship Sales are strong.

ATTITUDE:

Good

The sentence below describes what could happen when someone answers the questions like this person did. 6 Attitude Level. This and the competency questions indicate a 65% chance of a good attitude.

When Ability to Apply is lowish like this, the person can still be a hard worker and may not be lazy.

If s/he is a job hopper, too critical of supervisors or has poor reasons for leaving jobs, reduce %s for attitude.

LANGUAGE MASTERY

Good

The word test indicates an above average ability to read.

THE BEHAVIORAL TYPE:

This person has Analyzer/Logical and Supporter/Empathy behavior. He or she may tend to be interested in the pros and cons of decisions, being prepared and working toward consensus on issues.

This person likes supporting others, except if detail work is required.

This person's answers indicated a disinterest in doing detail work such as administration or engineering.

POSITIONS MOST SUITED FOR:

Vehicle Driver.

Vehicle Salesperson.

% CHANCE OF A GOOD HIRE

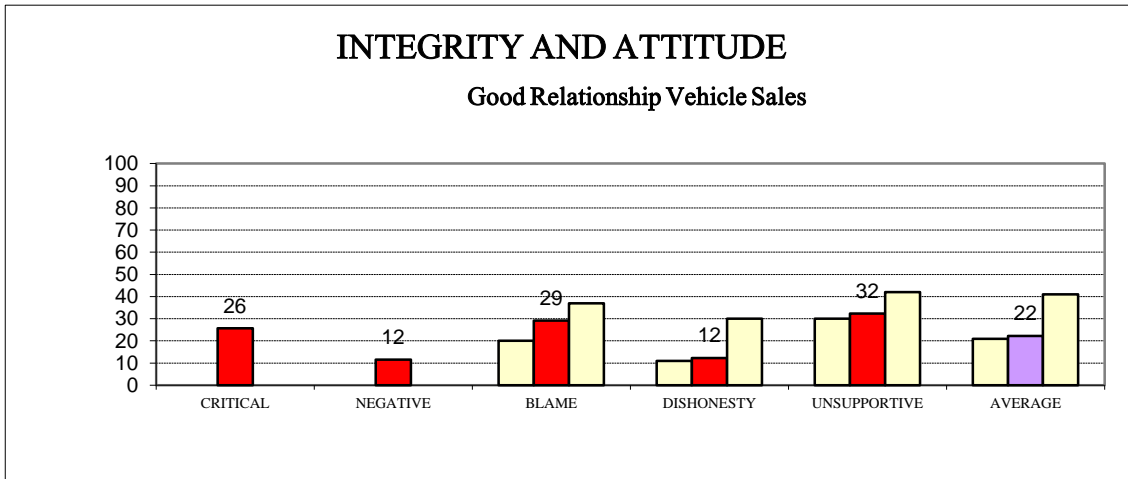
75

Based on the Ability test results and four categories above.

The word test indicates an above average ability to read.

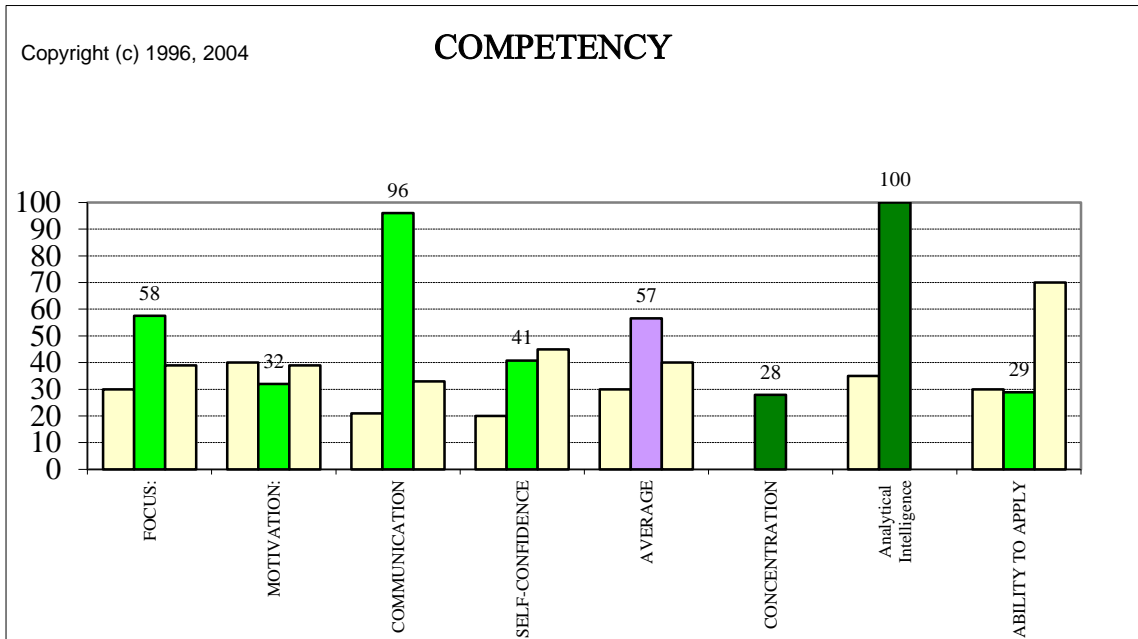
(This % is based on the assumption the person has the right experience, training and interest for this position.)

Based on all the pluses and minuses on both tests, I may risk hiring this person if the traits that are negative compared to the benchmarks are checked out thoroughly.



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](#)



[Focus](#) [Motivation](#) [Communication](#) [Self Confid.](#) [Average](#) [Concentration](#) [Analytical Intelligence](#) [Ability to Apply](#)

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

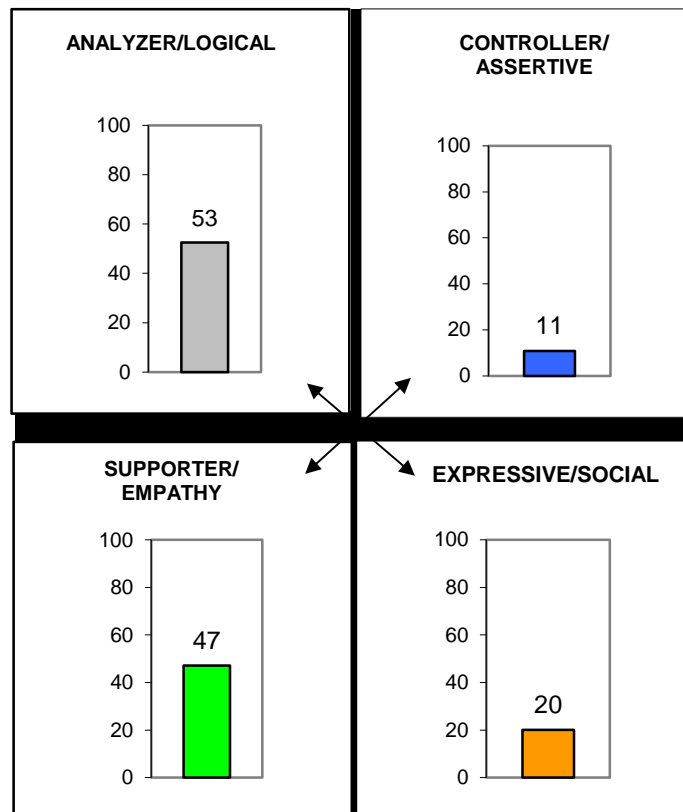
If the person is an existing employee, ask to be remarked free of charge as such.

THE BEHAVIORAL QUADRANTS

THE PERSONALITY TYPE IS:

AN ANALYZER/LOGICAL AND SUPPORTER/EMPATHY

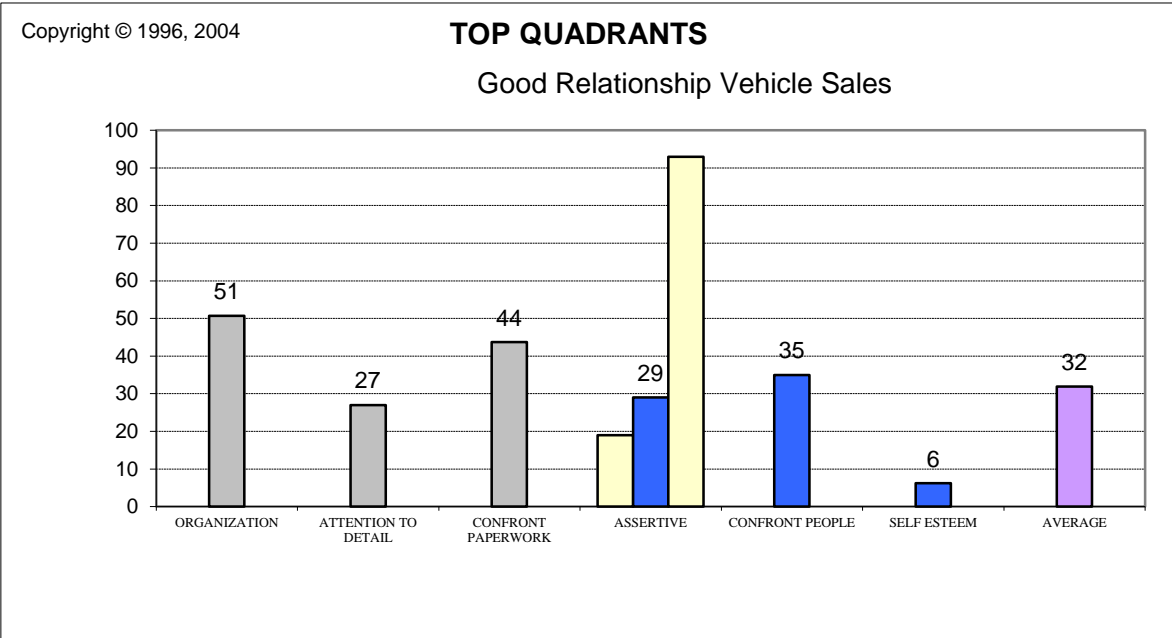
Benchmark: A vehicle salesperson can be any quadrant except a strong Analytical/Logical quadrant and a very weak Expressive/Social quadrant combination.



The dominant quadrant is determined by the largest diagonal quadrant differential.

SL OK. Unknown % chance:

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

[Organization](#)

[Confront Paperwork](#)

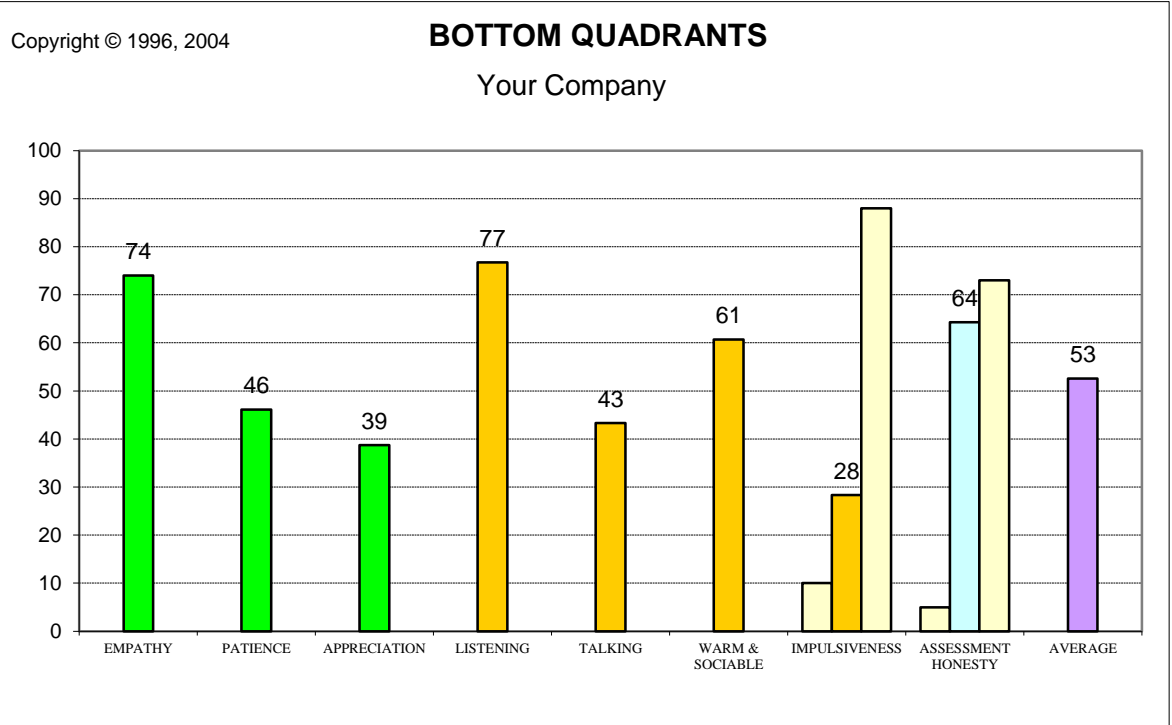
[Confront People](#)

[Average](#)

[Attention to Detail](#)

[Assertiveness](#)

[Self Esteem](#)



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

[Empathy](#)

[Appreciation](#)

[Talking](#)

[Impulsiveness](#)

[Average](#)

[Patience](#)

[Listening](#)

[Warm & Sociable](#)

[Assessment Honesty](#)

Overall

Results for:

Good Relationship Vehicle Sales

9/23/2013

CAUTION: The results of these tests 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:

The questions were answered consistently.

ATTITUDE:

From a borderline (5.5) to a good (6.5) level of attitude.

Others who answered the questions in the same way ended up with the following results:

This assessment and the competency attitude questions indicate a 65% chance of a good attitude.

COMPETENCY:

From a good (6.5) level to a very good (7.5) level of competence.

THE BEHAVIORAL TYPE:

AN ANALYZER/LOGICAL AND SUPPORTER/EMPATHY

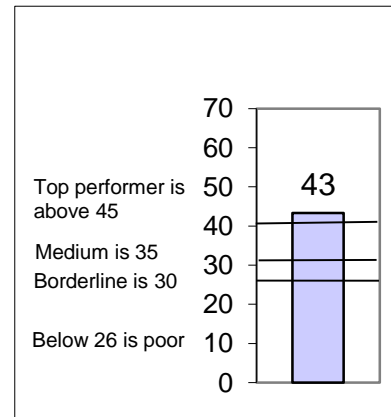
POSITIONS MOST SUITED FOR:

Vehicle Driver.

Vehicle Salesperson.

OVERALL RECOMMENDATION

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CRITICAL: This applicant says or thinks poorly of others.
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 may have difficulty supporting leadership or may want to follow his or her own agenda but it is unlikely to cause attitude problems.

AVERAGE: This person's attitude is likely to be acceptable.

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

ANALYZER/LOGICAL AS IT RELATES TO THIS PERSON

This person has Analyzer/Logical and Supporter/Empathy behavior. He or she focuses on organizing things, systemizing things, pleasing others, caring for others and supporting others. Because of a low score on Attention to Detail, s/he may be limited to work not requiring great accuracy. This person has the ideal traits for a technician, a production worker or repetitive type work.

CONTROLLER/ASSERTIVE AS IT RELATES TO THIS PERSON

This person may have little desire to control or persuade others. Also, producing immediate results, winning and speaking up may NOT be important. S/he may have some fear about making mistakes and confronting others. This person may do poorly at persuasive sales or cold calling.

EXPRESSIVE/SOCIAL AS IT RELATES TO THIS PERSON

This person may prefer to keep quiet rather than expressing ideas. He or she may tend to be interested in being careful and systematic as well as being adaptable, patient with others faults, pleasing and agreeable. He or she prefers being prepared. This person may be more interested in doing methodical and serving work such as a technician or care giver. S/he may possibly enjoy customer service and retail sales.

SUPPORTER/EMPATHY AS IT RELATES TO THIS PERSON

This person has Analyzer/Logical and Supporter/Empathy behavior. He or she may tend to be interested in the pros and cons of decisions, being prepared and working toward consensus on issues. This person likes supporting others, except if detail work is required. This person's answers indicated a disinterest in doing detail work such as administration or engineering.

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. EVERY QUADRANT HAS ITS PROS AND CONS--MATCHING THE JOB TO RIGHT QUADRANT IS THE KEY.