

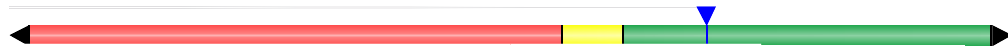


Sample Scott Sales Sales Personnel – Summary Report

52.02 Suitability Score matched with others.

Career Drives – Group Score: **60.60**

Achievement – Primary



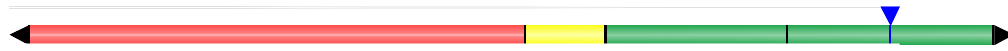
Likes to get results.

Remuneration – Primary



Remuneration is less of a motivation than many other factors at work.

Ambition – Primary



Very high ambition, likely to be dynamic, but high expectations can cause friction.

Independence – Secondary



Generally independent, but will comply with organisation requirements. Does not usually require management support.

Recognition – Secondary



Normally wants recognition for work done.

Coping – Group Score: **60.40**

Security – Primary



Responsibility – Primary



Stress Resilience – Primary



Sensitivity – Secondary



Negotiation Style – Group Score: 42.80

Innovation – Secondary



Analysing – Secondary



Assertive – Secondary



Competitive – Secondary



Enjoys verbal competitiveness, may use inappropriately.

Collaborative – Secondary



Compromising – Secondary



People Orientation – Group Score: **39.50**

Agreeable – Primary



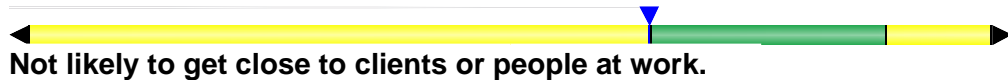
Teamwork – Secondary



Extraversion – Primary



Intimacy – Secondary



Power and Influence – Group Score: **45.60**

Power – Secondary



Summary Report

A forceful salesperson and negotiator, may get others off-side.

Decisive – Secondary



A quick decision maker, but may not think all consequences through.

Persuasive – Primary



Enjoys persuading and influencing others, and comfortable in the sales role.

Values – Group Score: 33.80

Altruism – Secondary



Generally caring person, listens, but still objective in getting the sale.

Trust – Secondary



In relation to others has a normal need for trust and openness at work.

Loyalty – Secondary



In relation to others, issues of loyalty at work are of little importance.

Conforming – Secondary



In relation to others is likely to place being pragmatic ahead of necessarily conforming with the views of society.

Workplace Management – Group Score: 57.50

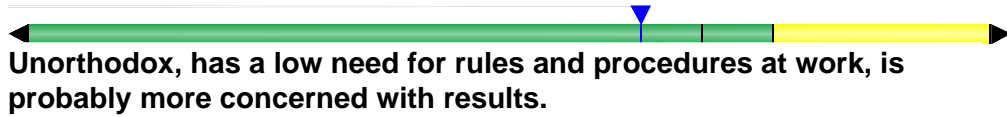
Summary Report

Goalsetting – Secondary



Would have clear goals and strive to achieve them.

Conscientious – Secondary



Unorthodox, has a low need for rules and procedures at work, is probably more concerned with results.

Self Organisation – Secondary



Adequately self-organised, and unlikely to let clients or the company down through this.

Proactive – Secondary

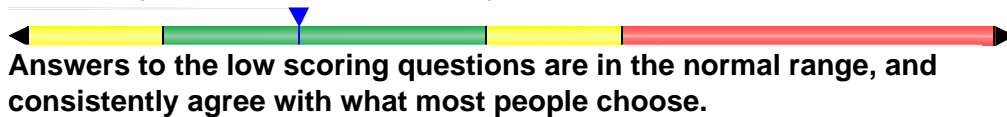


Generally plans the work and works the plan.

Unusual Answers Score

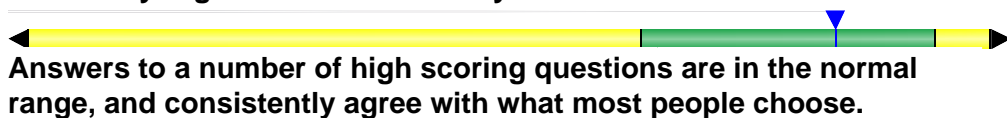
– Group
Score: 0

Unusually Low Answers – 'Primary'



Answers to the low scoring questions are in the normal range, and consistently agree with what most people choose.

Unusually High Answers – 'Primary'



Answers to a number of high scoring questions are in the normal range, and consistently agree with what most people choose.

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