

Summary - John Sample

Executive Manager

Job Match

52%

Minimum Job Match selected 75%

The Distortion score is 6.

THINKING



PERSONALITY



Professional Traits



Interest



Talent Summary

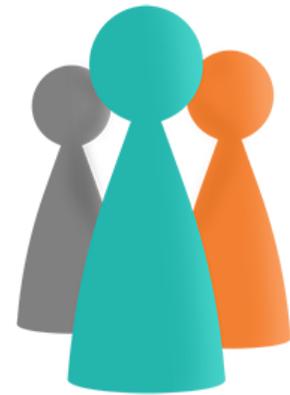
Mr Sample scored below average on the Reasoning scale. His capacity for learning and applying new information is somewhat limited and he performs best when given clearly defined objectives and step-by-step routines. He may require additional assistance when addressing complicated tasks.

The Interest results of Mr Sample focus on the Financial, Technical and People Service themes. He tends to favour a detailed, analytical and logical approach to work. In addition, he enjoys research and other intellectual pursuits, and he enjoys having opportunities to assist others.

Mr Sample is generally willing to accept, and adapt to, external sources of control. He will work to maintain group harmony, but he will not allow others to take advantage of him. He devotes some effort to fostering good relations across departments and he keeps up with issues of common concern.

Working at a moderate pace allows Mr Sample to conserve his stamina for particularly time-sensitive tasks. He has a tendency to trust most people once he gets to know them. He prefers to adopt supportive roles, as opposed to pursuing leadership roles.

Additionally, his Resilience score indicates he does not usually get discouraged easily. He is also most often influenced by intuition when taking action. John has a tendency to assess all risks thoroughly before making a decision even if it causes a delay. Mr Sample works best when receiving clear direction and guidance.



Level of tenacity, perseverance and resilience exhibited in the sales process.

Mr Sample exhibits fewer sales personality traits than the majority of people in this organisational level. He is not typically comfortable acting in the capacity of a salesperson and he may not be very motivated to pursue sales leads. If he must work in a sales environment, Mr Sample may be better suited to an ancillary role.