

FindingPotential - Insight

Sales Profile Report



CANDIDATE:	JAYNE BRIGHT
REPORT GENERATED:	01/02/2013
CONFIDENTIALITY:	HIGH





Introduction

This report is confidential and intended solely for the person responsible for assessing **Jayne Bright**, who completed FindingPotential Insight for Sales Roles on **01/02/2013**.

The questionnaire asked Jayne to select her preferred behaviours and approaches when at work. The report has summarised her responses under the four categories of Assertiveness, Conscientiousness, Resilience and Achievement. A total score, summarising her overall fit for Sales Roles, is also provided.

It is worth noting that psychological assessments are always approximations and not precise indicators. Because of this, you should use your own judgement as you make this assessment. This report should give you some useful pointers about her personality and her suitability for Sales roles. However, her results must be viewed in the context of what you already know about her.

The contents of this report are likely to be a reasonable description of her behaviour and approach to work for about 18 to 24 months.

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The Insight Profile

» Jayne Bright

Well-established research in psychology suggests that people's personalities will affect the way they behave at work and that some individuals will have a better personality fit to a particular role than others. This Insight Profile is designed to assess a person's fit to a Sales role and measures four key areas, Assertiveness, Conscientiousness, Resilience and Achievement.

Overall Fit

16/24

Summary Profile

There is a maximum score of six per key area below. Maximum scores are highlighted.

Her Scores

<p>Assertiveness</p> <p>Assertiveness is about the degree to which somebody is prepared to lead, influence and direct others, the extent to which they want to predominate over people.</p>	<p>1 2 3 4 <input type="checkbox"/> <input type="checkbox"/></p>
<p>Conscientiousness</p> <p>Conscientiousness is about the degree to which somebody is prepared to be persistent and to exercise discipline and self-control in order to achieve longer term objectives.</p>	<p>1 2 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p>
<p>Resilience</p> <p>Resilience is about the degree to which somebody can remain tolerant of stressful situations, and immune to frustration, annoyance and disappointment.</p>	<p>1 2 3 4 <input type="checkbox"/> <input type="checkbox"/></p>
<p>Achievement</p> <p>Achievement is about the degree to which somebody is prepared to set high standards and goals for themselves, and to drive hard for success.</p>	<p>1 2 3 4 5 6</p>