



Report designed for Performance Model

Widget Bender

CONFIDENTIAL

Profiles Sales Indicator™ Performance Model Description

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Introduction

This report describes the employee whose scores are within the Performance Model for each scale. The Scale Description provides insight into the type of individual who will fit well into the Widget Bender position.

Summary Graph

The shaded boxes represent the Performance Model for this position.

Competitiveness **1 2 3**

Self-reliance **3 4 5**

Persistence **4 5 6**

Energy **6 7 8**

Sales Drive **8 9 10**

Employee Descriptions

Competitiveness

It is rather easy for the ideal candidate to accept another individual's influence or authority. If one individual in the team is prone to take charge independently, he or she usually has less of a problem with it than others.

Self-reliance

For the ideal candidate, a little predictability can go a long way toward personal satisfaction if balanced with a moderate level of spontaneity. He or she should be able to approach a novel situation with interest and try new ways to deal with unexpected outcomes.

Persistence

The ideal candidate may sometimes work at what he or she will be most successful with but sidestep risking failure in additional undertakings. He or she is willing to consider the need to rethink such a risky objective.

Energy

The ideal candidate will be often on the move but occasionally requires time to recuperate. He or she should be open to working closely with others to build and share enthusiasm and encouragement.

Sales Drive

The ideal candidate derives motivation from within, occasionally taking the lead as a source of encouragement to others. Although the service he or she provides to customers and clients is essential, the winning aspects of successful sales are the true reward of this profession for him or her.