

Candidate: **Betty Penske** Assessment: General Manager (Dutch) Completed: April 27, 2024 Prepared for: Susan Bookman HR Avatar Data Collection Account

# **Test Results and Interview Guide**

The General Manager (Dutch) assessment measures key factors related to high performance and tenure in this job. Attribute types measured vary by test, but can include cognitive ability, skills, knowledge, personality characteristics, emotional intelligence, and past behavioral history. This report includes a one page summary, followed by detailed results with an embedded interview guide. Note that these results should always be used as a part of a balanced candidate selection process that includes independent evaluation steps, such as interviews and reference checks.

Proprietary and Confidential

### Overall

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20		40	60	80	100
		40	80	80	100
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	High Lowe	ner Risk er Risk		ptional)	
/		Cano High Low	Candidate S Higher Risk Lower Risk	Candidate Score Higher Risk Lower Risk	Candidate Score Higher Risk

# **Competency Summary**

ng, ability to learn, etc.) 72	0					
	0					
		20	40	60	80	100
77	0	20	40	60	80	100
	0	20	10	00	00	100
75	0	20	40	60	80	100
vironment)						
89	0	20	40	60	80	100
10	0	20	40	60	80	100
63	0	20	40	60	80	100
80						100
67				T		
72	0					100
92	0	20	40	60	80	100
70	0	20	40	60	80	100
88	0	20	40	60	80	100
	0	20	40	60	80	100
05	0	20	40	60	80	100
66						
66	0	20	40	60	80	100
71	0	20	40	60	80	100
rmance and teamwork)						
63				l I		
	Nvironment) 89 10 63 80 67 72 92 70 88 65 88 65 10 70 88 65 71	Nvironment)         89         10         63         80         67         72         92         70         88         65         71         71	75       20         Nvironment)       20         89       20         10       20         63       20         63       20         67       20         67       20         67       20         72       20         67       20         72       20         72       20         72       20         72       20         72       20         72       20         67       20         72       20         73       20         74       20         75       20         70       20         70       20         70       20         70       20         70       20         70       20         70       20         70       20         70       20         70       20         70       20         70       20         70       20         70       20         70       20	75       20       40         Nvironment)       89   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Emotional Self-Control	95						
		0	20	40	60	80	100
Empathy	98						
		0	20	40	60	80	100

### Comparison

Percentile scores indicate how the candidate compares to other test-takers within various groups. The candidate scored equal to or better than the fraction of test-takers indicated by the percentile.

Test-Taker Group Pe	<u>ercentile</u>	0	10	20	30	40	50	50	70 8	<u>30</u>	<u>90 100</u>
Global	72nd										
United States	60th										l I
HR Avatar Data	66th										l I



### **Assessment Overview**

This assessment provides scores for a number of important factors and competencies that are related to success on the job. Scores are presented based on their potential impact on job performance.

Scores are presented individually on a scale of 0-100. In most cases, including the overall score, higher scores represent higher expected job performance. However, for some competencies, either extreme low or extreme high scores indicate a risk of lower performance. Refer to the interpretation section of each competency for additional information.

Individual competency scores are also combined into a single overall score. Please note that individual competencies are weighted differently, depending on their type, and on fine adjustments based on data from the US Government's Occupational Data Network (O\*Net).

Each competency measured includes one or more suggested interview questions, in an easy-to-use format. These questions should be used for additional probing, especially when the score shows an area of relative weakness.

Some of the competencies measured evaluate preferences for doing (or not doing) specific activities. Scores for these competencies can be used to evaluate job-fit.

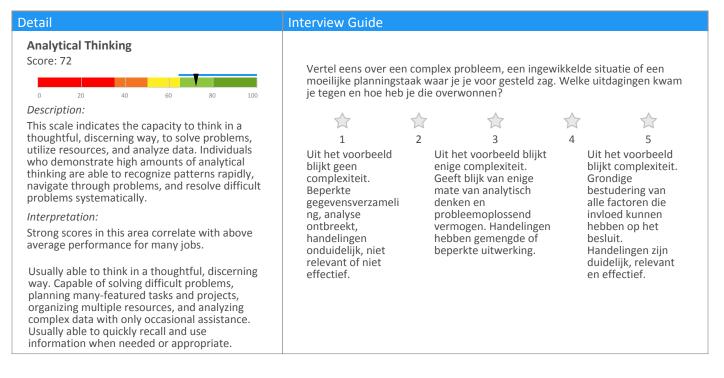
We wish to emphasize that the data contained in this report should be used as part of a comprehensive process for evaluating job candidates. Additional data should include in-person interviews, job tryouts, resume review, and background checks.

### Detail

Candidate:	Betty Penske, bettypenske@yourcompany.org
Assessment:	General Manager (Dutch)
Authorized:	April 27, 2024, by Susan Bookman, HR Avatar Data Collection Account, sue.bookman@richardson.biz
Started:	April 27, 2024, 10:22:25AM EST
Completed:	April 27, 2024, 10:22:25AM EST
Overall Score:	72

### **Cognitive Abilities Detail**

This section contains a list of job-related cognitive abilities that have been evaluated in a job-like context using HR Avatar's simulation technology. Studies have demonstrated that cognitive abilities are highly correlated with job performance for many jobs. Abilities also correlate with problem-solving and the ability to learn quickly.



etail	Interview Guide			
Attention to Detail Score: 77 20 20 40 60 80 100 Description: This scale represents thoroughness, accuracy, and being concerned for all areas involved no matter how insignificant. Individuals who demonstrate high Attention to Detail produce work products that are consistently accurate and require little checking. They rarely forget schedule commitments or overlook even the smallest details. Interpretation: Strong scores in this area correlate with above average performance for many jobs.	Omschrijf eens een s	ie waarin je een fout ontd e over het hoofd had gezie 3 Redelijk duidelijk voorbeeld. Enig oog voor detail. Direct, maar passief handelen.	n. W	
Usually able to achieve a high degree of thoroughness and accuracy in a work task. Concerned for most areas involved. Requires only occasional oversight and checking.				

### **Knowledge and Skills Detail**

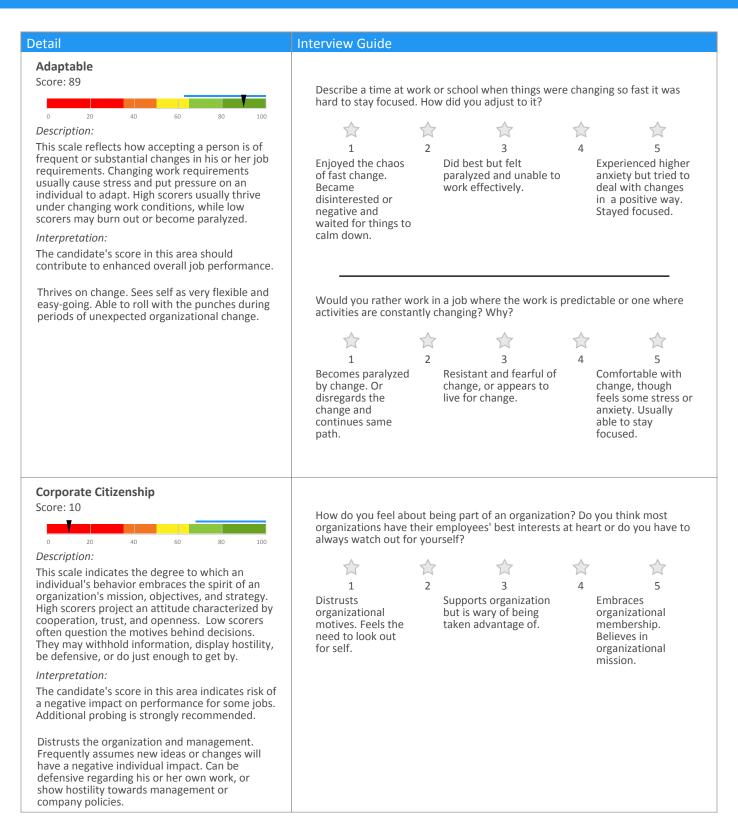
This section contains a list of job-related knowledge areas and skills that have been evaluated. Low scores in these areas often indicate that additional learning may be required before top performance can be achieved.

Detail	Interview Guide
<ul> <li>Writing Score: 75</li> <li>20 40 60 80 100</li> <li>Description:</li> <li>The ability to concisely and succinctly convey ideas and information via written text.</li> <li>Interpretation:</li> <li>Above-average writing skills can positively impact performance in many jobs.</li> <li>Above average. Conveys ideas in a concise and succinct format. See writing sample section of report for raw essay(s) submitted.</li> <li>• Raw computed score: 80</li> <li>• Computed score: confidence: 75</li> <li>• Approximate Word Count: 247</li> <li>Please see below to view the essay submitted.</li> </ul>	Are you comfortable when you need to express yourself through writing? Do you feel confident you can get the right message across? 1 2 3 4 5 Not confident in own writing ability. Prefers speaking. Somewhat confident in own writing ability. Writes frequently. Writes frequently. Very confident in ability to write. Has received compliments on clarity of written correspondences.

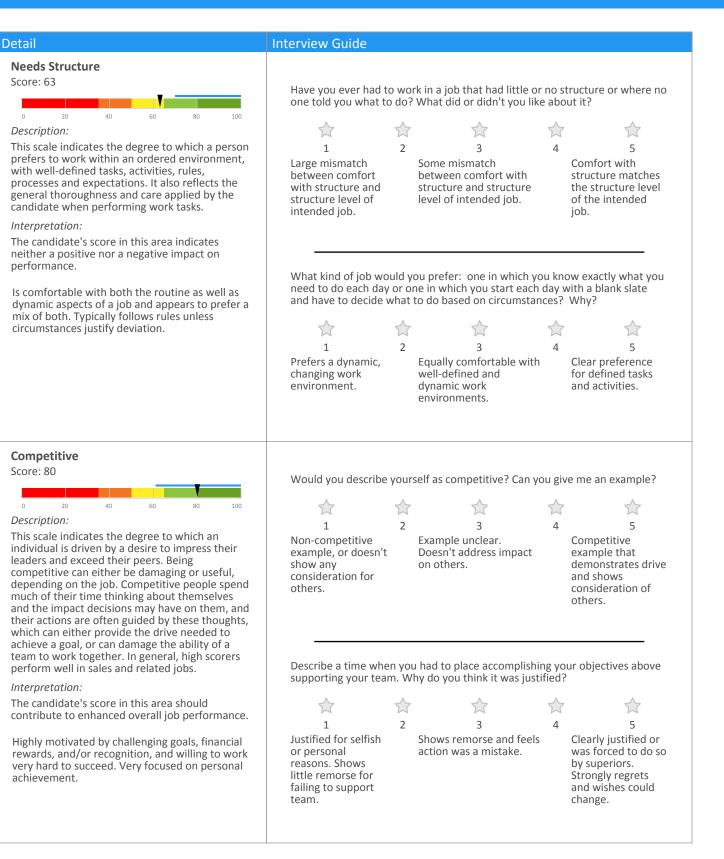
### **Personality Characteristics Detail**

This section contains a list of personality characteristics that are frequently associated with job performance. Remember, these are not skills and do not indicate the ability to do a job. Rather, they can be used to evaluate the candidate's fit with the general needs of the job and the organizational culture. Sample interview questions are provided to gather more information.

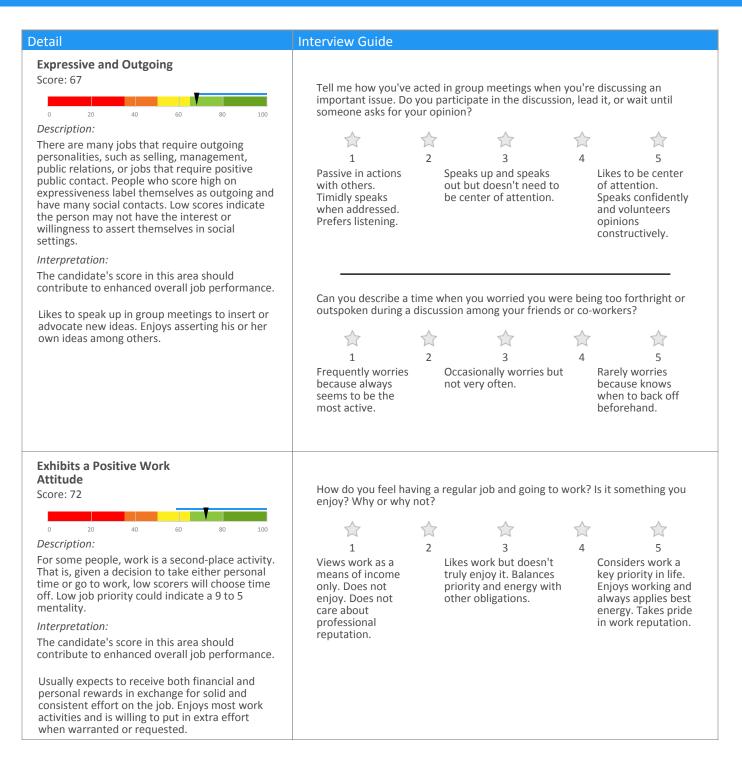
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#### Detail

0





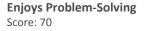
#### Description:

This scale indicates the degree to which the person considers themselves capable of formulating original approaches to problems and other work challenges. Individuals who score high on this scale are comfortable with jobs that require them to analyze situations and/or data, and use their imagination to identify alternative approaches to evaluate each to select the most effective solution. Lower scoring individuals prefer to follow a more cookie-cutter or predefined approach to dealing with a specific problem. When organizations expect their people to continually generate new and better ways of producing work, it is a good idea to hire people who share this interest.

#### Interpretation:

The candidate's score in this area should contribute to enhanced overall job performance.

Sees him or herself as creative and capable of generating novel or original solutions to issues or problems. Open to free-form discussion of different ideas.





#### Description:

This scales represents a person's willingness to deal with complicated problems on a frequent or recurring basis. People with high scores prefer jobs that require mental challenge. Individuals with low scores may be intimidated when faced with complex or even simple issues on a regular basis. When jobs are routine or repetitive, people with low scores are usually a better fit.

#### Interpretation:

The candidate's score in this area should contribute to enhanced overall job performance.

Usually willing to analyze and formulate solutions to complex problems. Fairly confident in own ability to develop effective solutions. Sees frequent problem-solving as a core part of his or her job description, though may require prompting to take on a particularly difficult issue.

#### **Interview Guide**

What is the most creative solution you have ever come up with? What were the circumstances, and why do you think it was creative?

 $\widehat{\mathbf{v}}$ Ŵ 1 Idea does not demonstrate creativity or is not related to the problem. No problem described.

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3 Moderately creative idea or only partially related to problem.

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5 Both problem and use of creativity well described and related to one another.

Describe some of the biggest on-the-job problems you have faced. How did you overcome them? How did you know they were solved?

problems. Simple or

obvious actions taken.



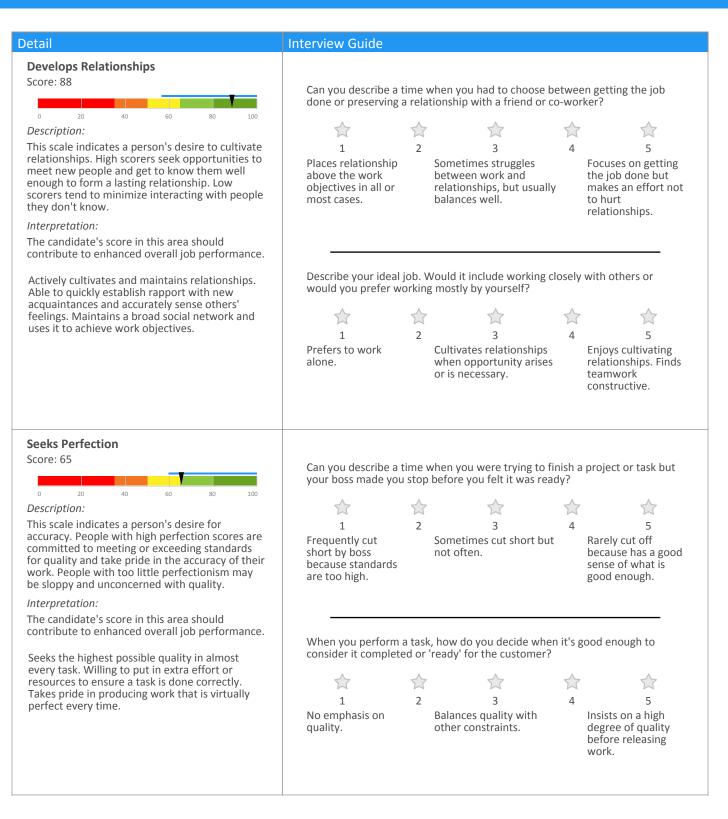


2





5 Described one or more complex problems. Actions taken are clear and relevant.



### **Behavioral History Detail**

This section evaluates answers the candidate gave concerning his or her work-related history. Studies often show that a candidate''s past behavior often indicates his or her future behavior. Potential caution areas (if any) are specified in each detail section.



### **Emotional Intelligence Detail**

This section contains a list of emotional intelligence characteristics that indicate how tuned in a candidate is to his or her own emotions, and those of others, as well as the candidate's ability to control his or her behavior in light of the emotions he or she is experiencing. These traits can often impact performance in groups or teams. Sample interview questions are provided to gather more information.

Continued on next page.

#### Detail

0



# 63 20 40 60 80 100

#### Description:

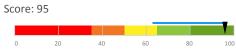
The ability to pay attention to, monitor, and understand how and why one reacts a particular way in different situations, and to know how to conduct oneself appropriately and effectively in social situations.

#### Interpretation:

The candidate's score in this area indicates neither a positive nor a negative impact on performance.

Demonstrates moderate strength in maintaining awareness of his or her emotional reactions and behaviors and the potential impact of those behaviors on others, and a moderate level of knowledge of what behaviors are appropriate for different situations. Likely to be somewhat effective at identifying how his or her feelings may affect his or her behaviors and ensuring those behaviors stay focused and conform to social norms, enabling appropriate, measured interactions with customers and coworkers.

#### **Emotional Self-Control**



#### Description:

The ability to manage the desire to satisfy urges or impulses, showing restraint and managing behaviors to ensure appropriate and effective interactions with others.

#### Interpretation:

The candidate's score in this area should contribute to enhanced overall job performance.

Demonstrates exceptional strengths in self control and impulse control, enabling very strong ability to employ a balanced approach to managing risk, maintain composure during stressful times, and calmly relate to others at work. Likely to be very effective at prioritizing and staying focused on long-term goals, and to interact with others in a way that helps build lasting relationships.

#### Interview Guide

How aware are you of your own emotions? Can you describe a time when your awareness helped you make a better decision?



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Not in tune with own emotions. Unable to improve decisions through awareness. 3 Some ability to sense own emotions and control decision-making.

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5 Very in tune with own emotions. Able to improve decisions through awareness.

Are you able to control your own actions when you become emotional? Can you give me an example of how using self-control helped at work or school?



etail	Interview Guide		
Empathy Score: 98 Description: The ability to sense and understand other people's feelings, feel sympathy for others, and see things from other people's point of view. Interpretation: The candidate's score in this area should contribute to enhanced overall job performance. Demonstrates exceptional strengths in sensing the emotional needs of others, sympathizing with other people's problems, and seeing things from other people's point of view. Likely to be very effective at demonstrating to customers or coworkers that they understand and care about them, resulting in significantly improved customer loyalty, much stronger work relationships, and noticeably reduced levels of conflict in the workplace.		o the feelings of others? ed you navigate a difficult 3 Some ability to sense how others feel. Example shows some ability to use senses at work.	

## Writing Sample(s)

During the assessment, the candidate was asked to write one or more passages. The text they wrote is included in the table below for review.

Writing Sample - Question	Response
Please write an essay describing the HR Avatar essay feature.	This is a sample essay. In a real test situation, the candidate or test taker would write an essay as a part of their assessment, in response to the question associated with this entry. All reports will share their writing as received. In some cases, our artificial intelligence engine will process their response to create a numerical score. Our system also checks for plagiarism, both among previously submitted essays, and the broader Internet. Additionally, spelling, grammar, and style checks are performed.
	Essay typically are from 150 to 600 words. They can be written in response to an explicit question, or they can be free-form responses to general questions.



# **Identity Confirmation Photos**

The following photos of the candidate and any identification were uploaded during the assessment session.

Photo Analysis Results	
- Risk:	Medium risk of cheating based on image inconsistencies
- Percent match among processed faces	100%
- Total images processed	17
- Total images with valid faces	14 (82%)
- Total pairs of faces compared	13
- Pairs in which faces matched	13 (100%)



Pre/Post-Test Photo



ID Photo



In-Test Error Detected (No Face Detected)



In-Test Error Detected (No Face Detected)



In-Test Error Detected (No Face Detected)



In-Test Photo



In-Test Photo



In-Test Photo



In-Test Photo



Pre/Post-Test Photo

# Minimum Qualification Guidelines - from O\*Net

The following are suggestions from O\*Net, the United States government's occupational information network, regarding prerequisites for this job type.

Item	
Educational Achievement	Bachelor's Degree
Job-Related Training	Less than 6 Months
Job-Related Experience	Less Than 1 Year

### **Report Preparation Notes**

- Hiring decisions should never be based on a single source of information. The most effective use of this assessment report is as a part of a multi-faceted program of candidate evaluation that includes resume review, interviews, and reference checks.
- Overall vs Percentiles Scores: The overall score reflects the success in the test, based on the mean (average) and standard deviation of the test scores. The percentile score reflects the percentage of test-takers who scored equal or below this overall score. We recommend you use the Overall Score as your primary evaluation criteria. However, percentile scores can often be useful in comparing specific candidates against one another and with a group, such as for test takers in a certain organization or within a certain account.
- Note that comparison information is calculated based on completed instances of this assessment at that time the
  assessment is scored. As additional instances are completed, the comparative data may change. You can always update a
  report to the current values by clicking on "Recalculate Percentiles" within the online results viewing pages at
  www.hravatar.com.
- Most competency scores are norm-based, which means that they can be interpreted in terms of their distance from the average or mean score. For all scales, a score equal to the mean receives a score of 65 and scores above and below this value are set so that a score change of 15 equals one standard deviation.
- For linear competencies, higher is better across the entire scale. For these scales a score between 65 and 80 (light green) represents 0 to 1 standard deviation above the mean and a score above 80 (dark green) represents more than one standard deviation above the mean. Similarly, a score of 50 65 (yellow) represents 0 to 1 standard deviation below the mean, while a score of 35 50 (orange) equates to 1 to 2 standard deviations below the mean, and a score below 35 represents more than 2 standard deviations below the mean.
- This assessment makes use of data from the Occupational Information Network (O\*NET), which is funded by the U.S.
   Federal Government U.S. Department of Labor/Employment and Training Administration (USDOL/ETA) as a primary source of occupational information. The O\*NET database contains information on hundreds of standardized and occupation-specific descriptors that are continually updated by ongoing research. These data are used in preparing descriptive information as well as setting relative weights between competencies used in calculating the overall score. For additional information about O\*NET, visit http://www.onetcenter.org.
- O\*Net Standard Occupational Code (SOC) Used: 11-9199.01
- O\*Net Version: 26.3
- Sim ID: 2539-7, Key: 0-0, Rpt: 13, Prd: 1362, Created: 2024-04-27 15:22 UTC
- UA: Mozilla/5.0 (Windows NT 6.3; Trident/7.0; Touch; rv:11.0) like Gecko

### **Score Calculation Detail**

The following table provides a summary of how the overall score was calculated from the individual competency scores. Competency scores are calculated on a 0-100 scale by first calculating a Z statistic based on test-taker responses and then transforming the Z value to a scale with target mean and standard deviation. Certain competencies have a normal score distribution where it is best to be closest to the mean. For these competencies we modify the Z statistic by multiplying its absolute value by minus 1 for the overall score calculation. Next, to calculate the overall score, a weighted average of all modified competency Z statistics is computed and this weighted average is itself transformed to a Z statistic, which is then transformed to a score with the same target mean and standard deviation. Finally outlier scores are adjusted if they are below 0 or above 100.

Competency	Score	How applied to overall	Score Value Used	Weight (%)
Adaptable	89.5795	Z-Statistic	1.6386	3.4753
Analytical Thinking	72.1783	Z-Statistic	0.4786	18.7830
Corporate Citizenship	10.0000	Z-Statistic	-3.6667	3.5747
Needs Structure	63.0634	Z-Statistic	-0.1291	3.4717
Competitive	80.3583	Z-Statistic	1.0239	3.2945
Emotional Self- Awareness	63.9423	Z-Statistic	-0.0705	3.3218
Emotional Self-Control	95.8254	Z-Statistic	2.0550	3.3218
Expressive and Outgoing	67.9558	Z-Statistic	0.1971	2.9364
Exhibits a Positive Work Attitude	72.1788	Z-Statistic	0.4786	3.7465
Empathy	98.5180	Z-Statistic	2.2345	2.4783
Innovative and Creative	92.6458	Z-Statistic	1.8431	2.3253
Enjoys Problem-Solving	70.5126	Z-Statistic	0.3675	3.2547
Develops Relationships	88.4854	Z-Statistic	1.5657	2.5061
Attention to Detail	77.2203	Z-Statistic	0.8147	20.1383
Writing	75.6057	Z-Statistic	0.7070	0.0620
Seeks Perfection	65.7700	Z-Statistic	0.0513	3.4717
History Survey - Tenure	66.1053	Z-Statistic	0.0737	9.9190
History Survey - Performance	71.0898	Z-Statistic	0.4060	9.9190
Weighted Average of Competency Z-Scores:				0.4979
Mean applied to Raw Weighted Avg:				0.0000
Standard Deviation applied to Raw Weighted Avg:				1.0000
Normalized Raw Score:				0.4979

Mean:

Standard Deviation Used:

Final Overall Score:

0.4979 65.0000 15.0000 72.4692



### Notes

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