

Test Results and Interview Guide

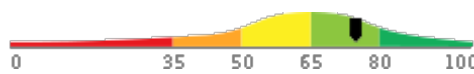
Candidate: **Richard Wantsajob**
Assessment: Travel Agent (Portuguese)
Completed: February 22, 2025
Prepared for: Sara Maple
Example Company

What's Included

- Overall Score
- Competency Summary Table
- Comparison Matrix
- Detailed Competency Results with Interview Guide

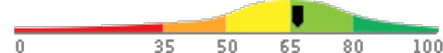
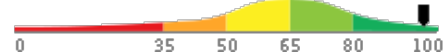
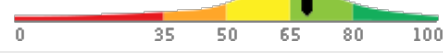
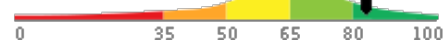







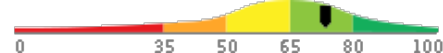

Important Note: The Travel Agent (Portuguese) assessment measures key factors related to high performance and tenure in this job. Attribute types measured vary by test, but can include cognitive ability, skills, knowledge, personality characteristics, emotional intelligence, and past behavioral history. 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.

Overall

Candidate	Score	Interpretation
Richard Wantsajob rich.wantsajob@gmail.com Travel Agent (Portuguese) February 22, 2025 Summary: Moderate to High Performance Potential	75	



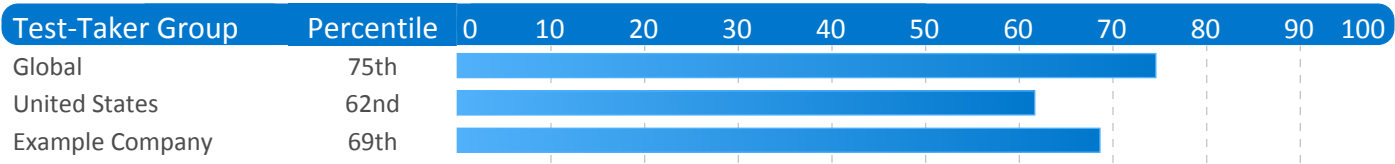
Competency Summary

Competency	Score	Interpretation
Cognitive Abilities (relates to job performance, problem-solving, ability to learn, etc.)		
Analytical Thinking and Attention to Detail	67	
Skills/Knowledge (relates to immediate readiness)		
Fundamental Sales Concepts	97	
Writing	69	
Personality Characteristics (relates to fit with the job/team environment)		
Adaptability	83	
Drive	98	
Competitive Spirit	85	
Integrity	10	
Sales Hunter Mindset	80	
Resilience	89	
Teamwork	67	
Emotional Intelligence (relates to situational judgment, performance and teamwork)		
Empathy and Emotional Self-Control	95	
Behavioral History (relates to performance and turnover)		
History Survey - Performance	80	
History Survey - Tenure	73	

Importance to Job ↑

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.



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:	Richard Wantsajob , rich.wantsajob@gmail.com
Assessment:	Travel Agent (Portuguese)
Authorized:	February 22, 2025, by Sara Maple, Example Company, qamailsaram.mike@hravatar.com
Started:	February 22, 2025, 9:35:03AM EST
Completed:	February 22, 2025, 9:35:03AM EST
Overall Score:	75

Cognitive Abilities Detail

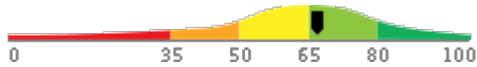
This section contains a list of job-related cognitive abilities that have been evaluated in a job-like context using simulation technology. Studies have demonstrated that cognitive abilities are highly correlated with job performance for many jobs. Abilities also correlate with problem-solving and the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

Detail

Interview Guide

Analytical Thinking and Attention to Detail

Score: 67



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.

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.

Você pode me dar um exemplo de como sua atenção aos detalhes ou sua análise cuidadosa de uma situação ajudou a tornar um projeto bem-sucedido?



1

Exemplo ruim. Não demonstra atenção aos detalhes nem capacidade analítica.



2

Exemplo moderadamente relevante ou impactante.



3



4

Exemplo bastante relevante e claro.



5

Como você lida com uma situação em que cometeu um erro devido a negligenciar um detalhe importante?



1

Não consegue lidar com a situação.



2

Demonstra a capacidade de admitir o próprio erro e corrigi-lo rapidamente, mas não implementou sistemas preventivos.



3



4

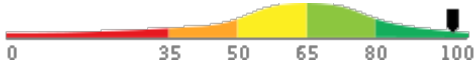

Demonstra capacidade de admitir o próprio erro, implementar sistemas preventivos e corrigir o erro rapidamente.



5

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
<p>Fundamental Sales Concepts Score: 97</p>  <p><i>Description:</i> Evaluates the candidate's knowledge of Fundamental Sales Concepts with an aim to determine the degree of training that will be required before the candidate can be expected to become productive.</p> <p><i>Interpretation:</i> Candidate should achieve superior job performance in this area with little or no training.</p> <p>Scores indicate a solid working knowledge of Fundamental Sales Concepts. Candidate is likely ready to be productive without basic training or with immediate entry into advanced training. Likely to be able to mentor others.</p>	<p>Tell me about a project or task where you had to use your knowledge of Fundamental Sales Concepts.</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Example didn't require or demonstrate knowledge.</p> <p>Knowledge was only moderately important or moderately demonstrated in example.</p> <p>Clearly relevant application and demonstration of knowledge.</p>
<p>Writing Score: 69</p>  <p><i>Description:</i> The ability to concisely and succinctly convey ideas and information via written text.</p> <p><i>Interpretation:</i> Above-average writing skills can positively impact performance in many jobs.</p> <p>Above average. Conveys ideas in a concise and succinct format. See writing sample section of report for raw essay(s) submitted.</p> <ul style="list-style-type: none"> • Raw computed score: 80 • Computed score confidence: 75 • Approximate Word Count: 247 <p>Please see below to view the essay submitted.</p>	<p>Are you comfortable when you need to express yourself through writing? Do you feel confident you can get the right message across?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Not confident in own writing ability. Prefers speaking.</p> <p>Somewhat confident in own writing ability. Writes frequently.</p> <p>Very confident in ability to write. Has received compliments on clarity of written correspondences.</p> <hr/> <p>How do you feel your writing skills will best benefit your role in this organization?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Acknowledges their high skillset. Explanation of their skillset does not relate at all to their role.</p> <p>Acknowledges their high skillset. Explanation of their skillset adequately relates to their role.</p> <p>Acknowledges their high skillset. Explanation of their skills shows great understanding of their role.</p>

Personality Characteristics Detail

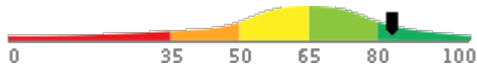
This section contains a list of personality characteristics that are frequently associated with job performance. Remember, these are not skills and do not indicate the ability to do a job. Rather, they can be used to evaluate the candidate's fit with the general needs of the job and the organizational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

Detail

Interview Guide

Adaptability

Score: 83



Description:

This scale reflects how accepting a person is of frequent or substantial changes in his or her job requirements. Changing work requirements usually cause stress and put pressure on an individual to adapt. High scorers usually thrive under changing work conditions, while low scorers may burn out or become paralyzed. In more stable job circumstances, high scorers may become bored, while low scorers would remain satisfied.

Interpretation:

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

Thrives on change. Sees self as very flexible and easy-going. However, he or she may often be perceived as disinterested, unmotivated, or too easy-going in times of upheaval.

Even in a fast-changing environment there can be periods of relative calm and stability. How do you keep from getting bored during these slower times?



1

Candidate has no effective technique to keep them from getting bored.



2

Candidate can explain one effective technique to keep them from getting bored.



3



4



5

Candidate explains multiple effective techniques to keep them from getting bored. Shows they enjoy stability too.

Would you rather work in a job where the work is predictable or one where activities are constantly changing? Why?



1

Becomes paralyzed by change. Or disregards the change and continues same path.



2

Ambivalent to change. Has sound reasoning for falling in the middle.



3



4

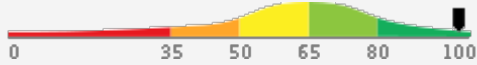


5

Comfortable with change, though feels some stress or anxiety. Usually able to stay focused.

Detail
Interview Guide
Drive

Score: 98


Description:

This scale reflects the degree to which an individual will work hard to achieve goals and solve critical problems in the organization. High scores on this scale indicate a person will be diligent in their work and use all necessary sources to solve problems. Low scores on this scale indicate a person may be unenthusiastic about work and may struggle with complex tasks and challenges.

Interpretation:

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

Highly motivated by challenging goals and tasks, financial rewards, and/or recognition, and willing to work very hard to succeed. Very focused on understanding guidelines, following the rules and personal achievement.

Describe a project or idea (doesn't have to be your own) that was implemented and carried out successfully because of your efforts.



1

Success was due to them doing their job. Doesn't show strong work ethic or ability to put in extra effort.



2

Success was due to adequate work ethic or putting in minimal extra effort.



3



4



5

Success was due to their hard work ethic, extra effort, and ability to use all necessary sources.

How do you respond when the going gets tough and it seems like you and your team are facing a nearly impossible task?



1

They are unenthusiastic. They respond by working to their expectations or less due to being overwhelmed.



2

Their feelings are neutral. They respond by working hard to achieve the goal.



3



4

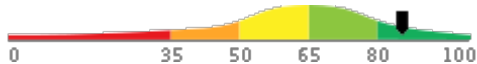


5

They are enthusiastic. They respond by working hard to achieve the goal and by using all necessary sources.

Competitive Spirit

Score: 85


Description:

This scale indicates the degree to which an individual is driven by a desire to win, to achieve objectives, and to outperform their peers. Competitiveness is the tendency to evaluate one's performance in comparison to others. It is characterized by a desire to do better than others, enjoying situations that can lead to a clear winner, and thriving in an environment where people are differentiated by accomplishments.

Interpretation:

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

Driven by competition. Derives significant self-esteem from winning and is willing to expend extra effort to come out on top. Very comfortable competing with peers.

Tell me about a highly competitive situation you have experienced. How did you handle it?



1

Describes a competitive situation, they did not handle it well or with ease.



2

Describes a competitive situation, they handled it in a decent manor but did not show ease in competitive situations.



3



4



5

Describes a highly competitive situation, they handled it well demonstrating their drive, desire, and ease in competitive situations.

How important is winning to you? How do you react when you don't win?



1

Doesn't care much about winning.



2

Not certain. Ambivalent.



3



4

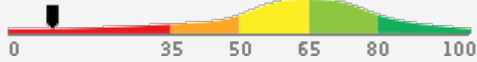


5

Needs to win to feel good about self.

Detail
Interview Guide
Integrity

Score: 10


Description:

This scale reflects the degree to which an individual acts positively towards the organization, avoids unnecessary risk, and, simply put, does the right thing. High scores on this scale indicate a person will act in the organization's best interest, follow the rules, and work hard under limited supervision. Low scores on this scale indicate a person may engage in risk-taking behaviors, work to undermine the organization, and only do the bare minimum.

Interpretation:

The candidate's score in this area indicates risk of a negative impact on performance for some jobs. Additional probing is strongly recommended.

Distrusts the organization and management. Frequently assumes new ideas or changes will have a negative individual impact. Can be defensive regarding his or her own work, or show hostility towards management or company policies. May take unnecessary risks on the job.

Tell me about a time when a situation tested your integrity. How did you handle it?



1

Did not make an ethical decision.



2

Made an ethical decision but didn't elaborate much.



3



4



5

Made an ethical decision and showed a sense of self-control.

What circumstance(s) might cause you to withhold information from your supervisor? How would you judge whether doing so would be justified?



1

Shows that they are not concerned about ethics or organizational values/rules.



2

Explains only situational circumstances. Judgement does not stem from an ethical standpoint.



3



4

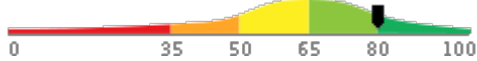
Explains only situational circumstances, or no circumstances. Judgement stems from ethical standards.



5

Sales Hunter Mindset

Score: 80


Description:

Individuals who score highly on the Sales Mindset competency are inclined to be go-getters, seeking out new customers and new opportunities and pursuing them with enthusiasm and determination. They can tolerate higher stress levels and are not easily discouraged. They also expect to be rewarded for producing results.

Interpretation:

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

Prefers seeking new customers to supporting existing ones. Thrives in high pressure sales situations. Expects to be rewarded for results rather than simply effort. Has high assertiveness and self-confidence.

How do you define a successful first meeting with a prospect?



1

Their definition of a successful meeting does not match with the organization's goals.



2

Describes a meeting where they have a positive interaction but no mention of gathering information to move the sale forward.



3



4

Describes a meeting where they have a positive interaction with the prospect and gathers information to move the sale forward.



5

Where do you feel you'll need help in the sales process?



1

Recognizes that they will need a lot of help in the sales process.



2

Provides examples of their weak skill-sets but is able to problem solve out loud on how they can receive help.



3



4

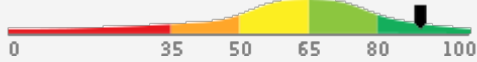
Provides examples relating to needing help with normal team related tasks in sales.



5

Detail
Interview Guide
Resilience

Score: 89


Description:

Esta escala reflete o grau em que um indivíduo pode suportar adversidades, recuperar-se de situações difíceis e ser persistente na realização de tarefas de trabalho apesar das dificuldades que surgem no caminho deles. Pontuações altas nesta escala indicam que a pessoa provavelmente terá facilidade de lidar com situações difíceis, perceber que tem controle sobre os acontecimentos em sua vida e continuar avançando para alcançar objetivos. Pontuações baixas nesta escala indicam que a pessoa pode afirmar que os erros/fracassos estavam fora de seu controle. Pessoas com pontuações baixas tendem a não lidar bem com o estresse no trabalho e não se esforçam para alcançar o sucesso quando surgem obstáculos.

Observação: a resiliência não é uma característica fixa. Ao contrário de muitos outros traços de personalidade, a resiliência pode ser desenvolvida ao longo do tempo. Além disso, vários fatores podem influenciar o quão resiliente uma pessoa é em uma situação específica. Em reconhecimento a essas características, é altamente recomendada uma sondagem adicional usando as perguntas de entrevista sugeridas.

Interpretation:

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

As respostas indicam que o candidato consegue superar efetivamente dificuldades no trabalho, exibindo sentimentos bons, tendo controle sobre os acontecimentos, sendo proativo, mantendo a esperança e aprendendo com a experiência. Pode-se sempre esperar que o candidato avance para alcançar seus objetivos, mesmo quando surgem obstáculos.

Descreva um momento em que algo no trabalho/escola não saiu como planejado. Como você se sentiu? Como isso impactou seu trabalho dali em diante?



1

Os sentimentos tiveram uma perspectiva pessimista. O evento impactou seu trabalho de forma negativa, não foi capaz de aprender com isso nem perseverar.



2

Os sentimentos são verdadeiros para a situação. O evento impactou o trabalho do candidato de forma negativa, mas ele foi capaz de aprender com isso e perseverar.



3



4

Os sentimentos são verdadeiros para a situação, mas com uma perspectiva otimista. O evento impactou o trabalho do candidato de forma positiva ou não impactou o trabalho deles de forma alguma.



5

Como você normalmente reage a más notícias?



1

O candidato fica chateado e não sabe como superar os desafios.



2

O candidato fica chateado, no entanto, enxerga a perspectiva otimista e tem um plano para resolver os desafios.



3



4

O candidato consegue enxergar a perspectiva otimista a longo prazo e isso não impacta seu trabalho.



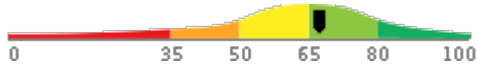
5

Detail

Interview Guide

Teamwork

Score: 67


Description:

This scale reflects the degree to which an individual works well with teams and maintains positive interpersonal relationships. High scores on this scale indicate a person will thrive in collaborative team settings and maintain high-quality relationships with coworkers. Low scores on this scale indicate a person will prefer working on individual projects and may struggle to maintain close working relationships with colleagues.

Interpretation:

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

Actively cultivates relationships. Comfortable meeting new people and sensitive to how others feel. Works with colleagues and seeks input to develop friendships and meet goals.

Describe a time when you worked in a team. What was your role? How did you delegate tasks with the other team members?



1

They describe their role in a way that does not show significance. Delegation tactics were not efficient or helpful.



2

They describe their role in a way that doesn't show significance. Delegation tactics were efficient and helpful.



3



4



5

They describe their role in a way that shows significance. Delegation tactics were efficient and helpful.

Describe a time when you were faced with a conflict while working on a team. How did you handle it?



1

They are unable to appropriately handle conflicting circumstances while working on a team.



2

They are able to handle conflicting circumstances by being a team player, showing empathy, OR problem solving as a group.



3



4



5

They are able to handle conflicting circumstances by being a team player, showing empathy, AND problem solving as a group.

Emotional Intelligence Detail

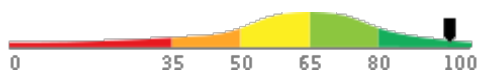
This section contains a list of emotional intelligence characteristics that indicate how tuned in a candidate is to his or her own emotions, and those of others, as well as the candidate's ability to control his or her behavior in light of the emotions he or she is experiencing. These traits can often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

Detail

Interview Guide

Empathy and Emotional Self-Control

Score: 95



Description:

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.

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.

What do you typically do when you are working closely with someone who is very upset?



1

They have an inappropriate response and don't demonstrate understanding or care.



2

They (1) have an appropriate response and (2) demonstrate understanding but unable to show the customer that they care.



3



4



5

They (1) have an appropriate response (2) demonstrate understanding and (3) show the customer that they care.

How important is it to sense what others you are working with are feeling? How do you adapt when you can tell a coworker is upset or excited?



1

Not important to them. Unable to adapt.



2

Important to them. Adapt by regulating their emotions to be either professional, caring, OR understanding.



3



4



5

Very important to them. Adapt by regulating their emotions to be professional, caring, AND understanding.

Behavioral History Detail

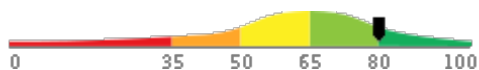
This section evaluates answers the candidate gave concerning his or her work-related history. Studies often show that a candidate's past behavior often indicates his or her future behavior. Potential caution areas (if any) are specified in each detail section.

Detail

Interview Guide

History Survey - Performance

Score: 80



Description:

Evaluates elements of the candidate's past work and education history to identify indications of high or low performance potential.

Interpretation:

The candidate's score indicates past behaviors that contribute to high job performance.

Exhibits past behaviors and achievements that are likely to enhance job performance.

Describe how your past performance makes you a good candidate for this job.



1

No examples or rationale given.



2

Weak connection between past and future.



3



4



5

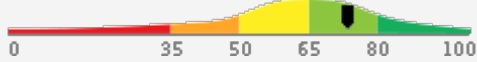
Clear connection between past and future.

Detail

Interview Guide

History Survey - Tenure

Score: 73


Description:

Evaluates a candidate's past employment history and related factors for indications of potentially low job tenure.

Interpretation:

The candidate's score indicates past behaviors that contribute to above average job performance.

Exhibits behaviors likely to result in slightly longer than average job tenure.

What are some reasons you would leave a job after a short period of time?



1

Reasons do not seem justified or professional.
(OR)
Their reasoning is related to boredom and indecision.



2

Reasons seem justified but are more personally related not professional.



3



4

Reasons are focused on ethical reasons.
(OR)
Their definition of short period of time is equated to multiple years.



5

Go through the last few jobs you've had, what were the reasons for your departure?



1

Reasons demonstrate that they don't stay in a job long due to boredom, indecision, or unprofessional behavior.



2

Reasons are valid but are more personally related not professional.



3



4

Reasons are related to career growth, change in location, or end of contract (seasonal work).



5

What are some reasons you would stay with a job for a long time?



1

Candidate struggles to find appropriate reasoning for staying or explains that they don't plan to stay a long time with a job.



2

Candidate's reasoning to stay are focused on personal gain and not with the organization.



3



4

Candidate's reasoning to stay is a nice balance between personal focus and organizational focus.



5

What are some of the reasons you have left previous jobs?



1

Many different reasons. Blames employer.



2

Circumstances for leaving generally credible or somewhat outside control.



3



4

Reasonable rationale or circumstances clearly outside control.



5

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.

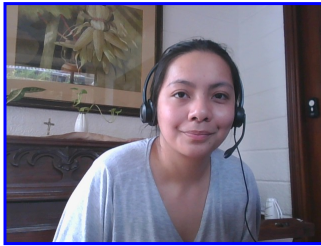
Writing Sample - Question	Response
Please write an essay describing the keys to creative writing.	<p>This is a sample essay. In a real test situation, the candidate or test taker would write an essay as a part of their assessment, in response to the question associated with this entry. All reports will 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.</p> <p>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.</p>

Identity Confirmation Photos

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

Photo Analysis Results

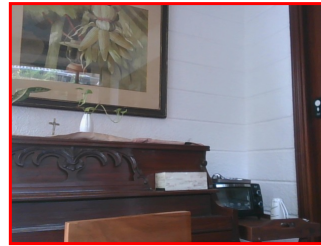
- Risk:	Medium risk of cheating based on image inconsistencies
- Percent match among processed faces	100%
- Total images processed	17
- Total images with valid faces	14 (82%)
- Total pairs of faces compared	13
- Pairs in which faces matched	13 (100%)



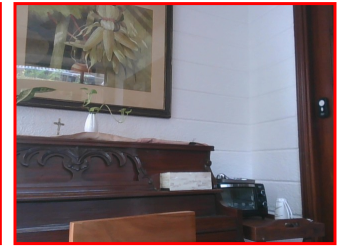
Pre/Post-Test Photo



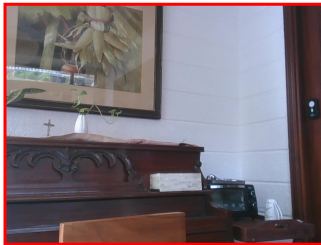
ID Photo



In-Test Error Detected (No Face Detected)



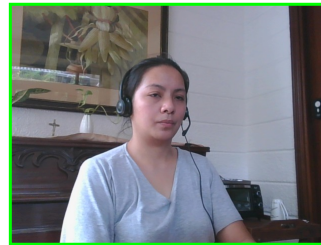
In-Test Error Detected (No Face Detected)



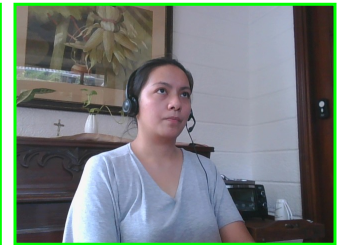
In-Test Error Detected (No Face Detected)



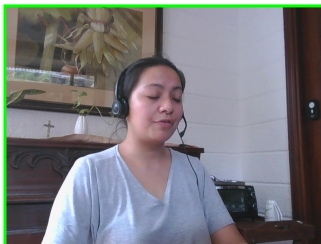
In-Test Photo



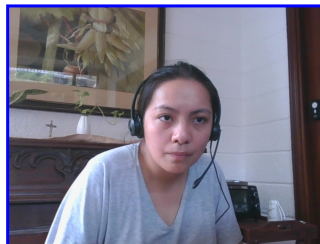
In-Test Photo



In-Test Photo



In-Test Photo



Pre/Post-Test Photo

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: 41-3041.00
- O*Net Version: 26.3
- Sim ID: 17289-1, Key: 0-0, Rpt: 13, Prd: 7802, Created: 2025-02-22 14:35 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 (%)
Adaptability	83.5419	Z-Statistic	1.2361	2.7159
Fundamental Sales Concepts	97.1810	Z-Statistic	2.1454	13.2684
Drive	98.1655	Z-Statistic	2.2110	2.7573
Empathy and Emotional Self-Control	95.7522	Z-Statistic	2.0501	6.6342
Writing	69.4504	Z-Statistic	0.2967	8.7903
Competitive Spirit	85.5871	Z-Statistic	1.3725	2.6329
Integrity	10.0000	Z-Statistic	-3.6667	3.8147
Analytical Thinking and Attention to Detail	67.4265	Z-Statistic	0.1618	38.1466
History Survey - Performance	80.4269	Z-Statistic	1.0285	6.6342
History Survey - Tenure	73.7079	Z-Statistic	0.5805	6.6342
Sales Hunter Mindset	80.2658	Z-Statistic	1.0177	2.6329
Resilience	89.8916	Z-Statistic	1.6594	2.7573
Teamwork	67.6117	Z-Statistic	0.1741	2.5811
Weighted Average of Competency Z-Scores:				0.6831
Mean applied to Raw Weighted Avg:				0.0000
Standard Deviation applied to Raw Weighted Avg:				1.0000
Normalized Raw Score:				0.6831
Mean:				65.0000
Standard Deviation Used:				15.0000
Final Overall Score:				75.2458

Notes

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