



POTENTIAL PREMIUM

Anne Onymous
02-09-2024

Profile

sales executive

ANNE ONYMOUS

Age : 36 to 40 years

Type of Training

Branch : Management

Diploma : Postgraduate

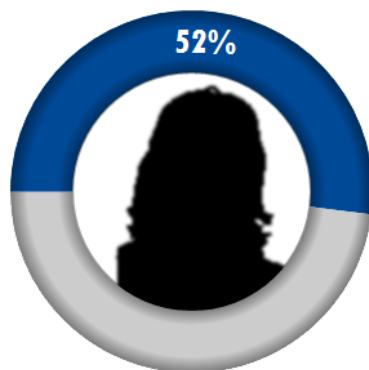
Professional activity

Job : assistant trade regional manager

Experience : 11 to 20 years

Actual Status : Engineer - Director

SCORING PROFILE



«SALES EXECUTIVE»

Sales executives are responsible for executing sales strategies and achieving targets for a company. They actively engage with potential clients, identify and prioritize leads, and deliver compelling sales pitches tailored to the needs of the customer. Sales executives also track their sales activities and performance using a sales platform, ensuring timely follow-up on critical leads and adapting their approach based on feedback and market trends. Additionally, they collaborate with sales managers to align their efforts with overall sales goals and contribute to the growth of the business.

Evaluation report

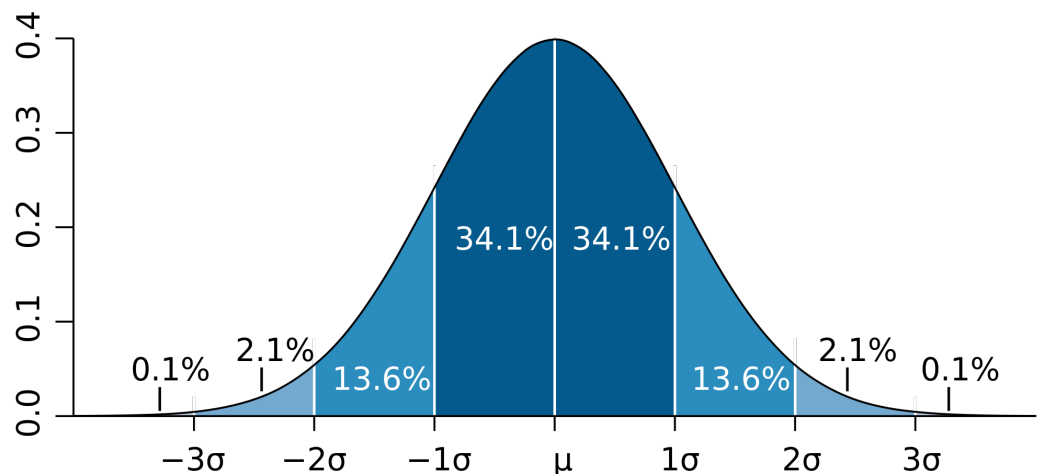
This report is intended for the use of assessors trained in the use and interpretation of tests and ethically bound to other Sigmund evaluation refuses any responsibility for the consequences of using this report.

This report was produced by a computer, it is intended to provide an initial interpretation of the meaning of the criteria and understanding of the results. In completing the questionnaire Anne Onymous has provided information describing behavior and preferences in relation to various social or professional situations. These answers to many questions were compared with those of many others who answered the same questionnaire, which helped to draw up the current profile. This profile reflects its responses and how Anne Onymous is described for each question. This profile is only indicative and interpretation of these data should take into account the subjective nature of any evaluation based on questionnaires.

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For each criterion of the test, the population follows a Gaussian distribution, with mean 12 and standard deviation 2.5.

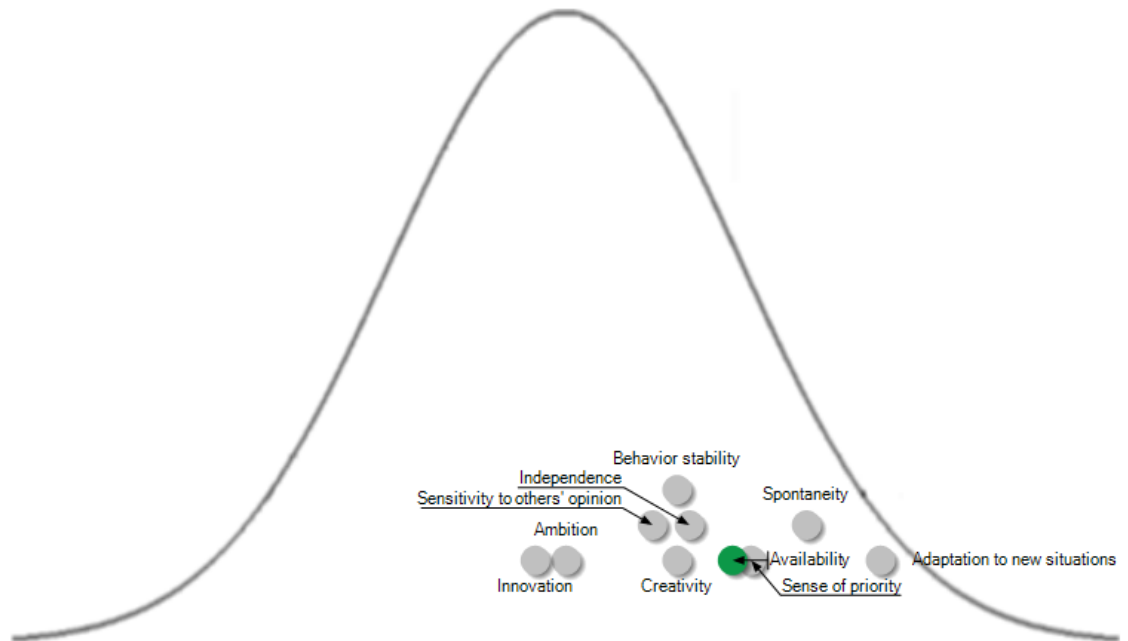
Thus, depending on the score obtained, it is possible to evaluate the percentage of the population with a higher score or a score lower than the score obtained.



Depending on the score obtained, we can estimate the percentage of the population that has a higher score or a lower score.

The interpretation of scores is always in context. The scores are neither "good" nor "bad". The results should be put into perspective with the job profile. A criterion that can be considered an asset in a job can be a handicap in another job.

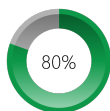
TALENTS FOR THE JOB.



● Criteria for the Standard Profile sales executive

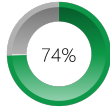
These are the most important qualities that we find him. These criteria are its strengths, the most important qualities or skills profile. They are also its assets that distinguish it from others and make its added value.

🏆 Criteria for the Standard Profile



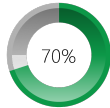
Adaptation to new situations

Anne Onymous readily accepts changes. In fact, she welcomes them with pleasure and even causes them sometimes so as to break her routine and make her work more interesting. She loves what is new and different, all that disrupts old habits. Particularly enjoying innovations, she motivates her team showing by example how to overcome the fear of unknown and new things. Her self-confidence helps in adapting to major changes in her profession or company, she can take a fresh look at her career without feeling disturbed. Anne Onymous looks at each problem differently and will use her experience and ingenuity to solve it. To her, new problems offer the same kind of challenge that changes.



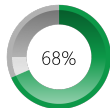
Spontaneity

Generally, Anne Onymous allows her emotions to show only when the context appears appropriate, avoiding any exaggeration. She expresses her preferences in a measured tone. Her spontaneous comments and body language nevertheless allow persons in face to know what touches her most. Moreover, when the situation becomes problematic, she can be affected even more and allow her feelings be reflected in the discussion.



Sense of priority

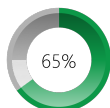
Anne Onymous has a good sense of priorities. She is an organised and methodical person. This quality reflects on the one hand, an ability to get to the point, appropriately prioritise the tasks to be carried out and on the other hand, that of establishing a coherent programme and thus work on the long term. Anne Onymous should not however give priority to tasks that she prefers executing to the detriment of essential tasks of the company. Her sense of priorities should always be based on the needs of the company.



Availability

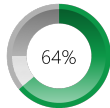


Anne Onymous has a very good ability to make herself available for her work. This criterion assesses the ability to be flexible in the organisation in order to adapt to the needs of the job, to the obligation of results, to the expectations of partners and co-workers. She agrees thus to adapt her work habits, changing her working hours, changing the environment in order to be present there for others.



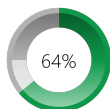
Independence

Anne Onymous is rather independent. She can work alone for relatively long periods and does not need the constant control or support of her supervisor. Without being a free thinker, she is quite detached from social norms and the opinions of others. Even if the opinions of others are important for her, her attitude is not conditioned by seeking their approval at any price.



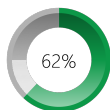
Behavior stability

As long as the environment requires that she to adapt reasonably, Anne Onymous is not in difficulty. She also manages to handle the daily stress without too much trouble. Her performance is quite easy to anticipate, because she is very regular in her efforts. Occasionally, experimenting with upgrades allows her to stay attentive and motivated. By nature very responsible, Anne Onymous can be patient and understanding. Anne Onymous shows so much stability in her behaviour that she emits an aura of vitality. For her fellow employees, she is more of an immutable reference point than an instigator of new developments and changes. In the end, she is hardly a source of dynamism within teams.



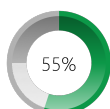
Creativity

Anne Onymous is a creative, or at least an original person. She has the ability to have the mind alert to spot anything out of the ordinary and challenges conventional ways of thinking. She will show imagination to develop creative solutions to problems. She can probably also make use of surrounding forces, especially the qualities and ideas of her colleagues in order to develop their own creativity.



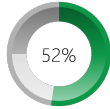
Sensitivity to others' opinion

Anne Onymous is very attached to harmony in groups. She has her own judgements and perspectives, but she prefers sometimes hiding them rather than offer dissonant views. To her, the necessities of cooperation between teams are more important than putting forward her own opinions.



Ambition

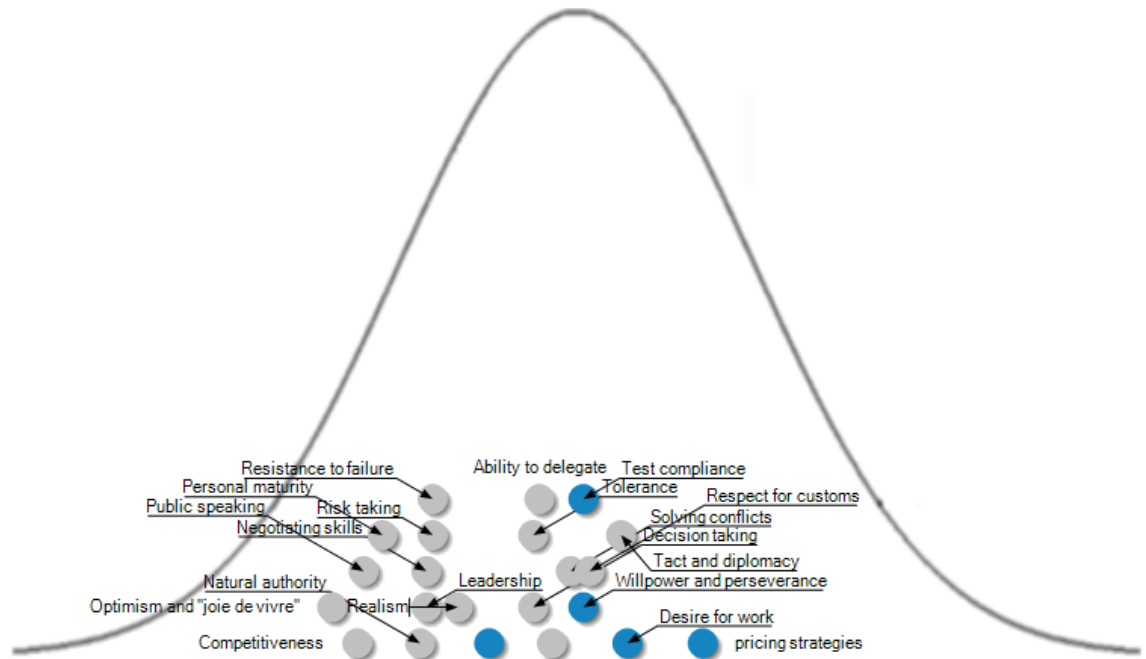
Anne Onymous is not without interest in the level of wages and social status that she achieves through her career. However, this is not her highest priority. She is satisfied with moderately ambitious goals and a slow but steady career progress. Anne Onymous is committed to cooperation with the team, sharing of merit and recognition. The existence of remuneration prospects will not lead her to engage in a frenzied competition with her colleagues. The attitude of Anne Onymous is rather passive regarding both her career and her professional goals. It seems that she lacks motivation: in the end, her job is not her main source of satisfaction in life. It is likely that Anne Onymous finds her fulfilment elsewhere than in her work (e.g. in extra-curricular activities or with her family). Apparently, she is not motivated either by the prospect of upward mobility or by the possibilities of improving her earnings.



Innovation

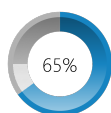
Anne Onymous is hardly innovative. She finds it hard to break habits and is easily disoriented by new problems. As a result, she may need time before she can submit her ideas to others. To find out how to deal with a problem, Anne Onymous asks how we did in the past rather than searching on her own, which is not always a disadvantage. Anne Onymous is probably not innovative because she is afraid of the opinion that others might form about her. Having little confidence in herself, she may not be necessarily able to assume her ideas with regard to others, hence the fact that she is less visible in team dynamics.

CORRECT CRITERIA



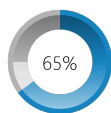
● Criteria for the Standard Profile sales executive

Within the profile, these criteria are the standard for what can be expected. These qualities are not the greatest professional strengths, but they should be enough for the job.



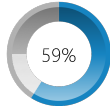
pricing strategies

● Anne Onymous be fluent in pricing strategies and the techniques, theories, and commonly accepted strategies regarding pricing of goods. The relation between pricing strategies and outcomes in the market such as profitability maximisation, deterrence of newcomers, or increase of market share.



market pricing

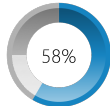
● Anne Onymous be fluent in market pricing and price volatility according to market and price elasticity, and the factors which influence pricing trends and changes in the market in the long and short term.



Desire for work

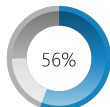


Anne Onymous is somewhat interested in her job. For her it is more than just a source of income, but this is not her first passion. She does not particularly need to obtain transcendent professional results in order to feel fulfilled. Her personal life is very important to her and she does not devote body and soul to her work. Without being detached from her company, Anne Onymous has a rather average degree of belonging to the company.



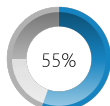
Tact and diplomacy

With little tenacity, it is not obvious for Anne Onymous to successfully manage her tasks efficiently: in fact, she tends to drop out when difficulties arise. As a result, it is difficult for her to carry out tasks to completion.



Respect for customs

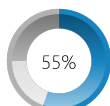
Anne Onymous has the desire to overcome willingly minor worries of everyday life. However, she does not always make efforts to deal with out of the ordinary situations. If the routine and familiar problems are managed independently, Anne Onymous may feel discouraged and/or confused by new and unknown problems. To sum up, it seems that she shows her tenacity selectively: her perseverance depends on the type of problem faced.



Willpower and perseverance



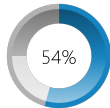
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Test compliance

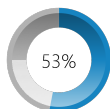


Several responses of Anne Onymous do not match in the questionnaire.



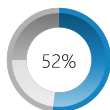
Solving conflicts

Anne Onymous does not have a great ability to resolve conflicts that may arise in her work. She will have difficulty in analysing the cause of a conflict, negotiate depending on its context and talk with the persons involved. This lack of ability to find a consensus is a barrier to creating a climate of cooperation within the company. Her personal goals are likely to be placed ahead of the common interest. The arbitrary may thus be preferred to the detriment of finding a consensual solution acceptable to all.



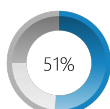
Initiative

Anne Onymous generally takes decisions that do not have brutal consequences or do not radically break with the past. Rather circumspect, she does not take initiative without a lot of reliable information on the consequences of her decision. She prefers to let a tempting opportunity pass by if potential losses can be high. Attached to the analysis of the impact of her choices, Anne Onymous may require time before developing a new strategy. If she feels being in familiar territory, she will generally take spontaneous decisions, provided they do not go against the rules of the company and the tradition.



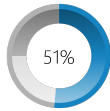
Ability to delegate

Anne Onymous does not have a very good ability to delegate professional tasks and responsibilities. She will therefore have more difficulty and less time to focus on her core missions. When she does delegate her work, she may do it for the wrong reasons, to get rid of something that she does not want to do, for example, or delegate in an emergency.



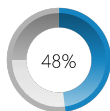
Tolerance

Anne Onymous can assert herself easily in almost any situation. She does not hesitate to put in efforts to obtain the best position for herself and for her company, maximising gains and competitive advantages. Anne Onymous is not afraid to express conflicting opinions. In fact, it is the confrontation and challenges that make her love her job. She cannot accept losing and does not hide this. Her assurance and aggressiveness make her capable of entering in fierce competition, responding quickly. However, it is possible that she also comes into competition with colleagues in a counter-productive manner, creating a warlike atmosphere in the work place. Anne Onymous prefers having a professional status in which her authority is clearly established; she cannot bear to have her ability to manage questioned. While she has nothing against participative management, she likes being able to use a directive style when she considers this necessary. Anne Onymous does not hesitate to take responsibility within teams. He likes to try to guide and stimulate subordinates, even if she sometimes assumes a rather authoritarian style.



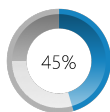
Decision taking

Anne Onymous sometimes finds it difficult to decide or she does not then feel the need to decide quickly about the issues that may arise. She is not make a good preliminary analysis of options to address the current problem and will therefore have difficulties proposing alternative solutions when unexpected new obligations placing the projects in question. She may refuse to assume the risks attached to her choices. Anne Onymous will be more comfortable in a position requiring her to get into action immediately, in the role of an operative and not a decision maker. She feels far more sure in concrete and practical aspects for achieving results without worrying about ways to achieve them. It should be checked in the interview whether Anne Onymous has been involved as decision maker on some projects in the past.



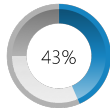
Persuasion

Anne Onymous can be relatively convincing in debates. She responds quite well to this type of challenge. In general, she is ready to present and defend her opinions, but she is also able to listen and dialogue. To convince her colleagues, she may appeal to their feelings in order to reach out to them even more effectively. Anne Onymous is moderately obstinate about her stance. She likes to be able to exchange views about people and events. Sometimes these discussions allow her to switch situations in her favour. Anne Onymous does not use a structured or enumerative approach to highlight her principal ideas and convince others. When she makes attempts she relies mainly on facts, hoping that this will be enough (because nobody can question facts). Anne Onymous does not try to systematically to overcome the resistance and fight in order to get the last word in debates. It is likely that she has never formally learned the techniques of convincing others. She rather expresses herself rationally, avoids playing on the emotions of the opponent, even though this may help him create a greater effect. Generally, Anne Onymous does not have at her disposal the "fatal" argument. Since she hardly projects any authority, she will tend to withdraw when she is faced with an aggressive or determined adversary.



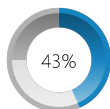
Realism

Anne Onymous not always keep her feet on ground. The concrete reality can be boring and she escape from time to time by adopting more creative ways of looking at things. For Anne Onymous, to find meaning in her actions generally involves the pursuit of ideals that are dear to her heart. The measurable does not always seem to be relevant in innovative and/or prospective approaches. Without breaking away from the real she also gives importance to intangible elements. This allows her sometimes to try to surpass herself, even when the results of her approach seem uncertain.



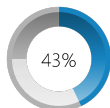
Resistance to failure

When Anne Onymous faces obstacles that can be anticipated or somewhat more difficult than usual, she manages to overcome them. She rapidly recovers from failures of little importance, but the heavy disappointments can have a significant impact on her performance; she needs time to recover her abilities in full. With the support of her superiors and more time, she can recover her bearings and the initial level of productivity. However, she may remain more cautious for some time, avoiding to start unusual or new projects. By nature rather moderate in risk taking, Anne Onymous is not too impulsive in her decisions. Without spending hours she thinks twice before launching into action. Anne Onymous needs to feel reassured and supported when she is in trouble. The esteem of her colleagues and superiors helps her regain her self-confidence and her ability to move forward.



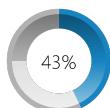
Risk taking

Anne Onymous is not a big risk taker in the strict sense of the term, but she may try to take advantage of opportunities if she thinks she has the tacit support of her superiors. This means that she has to know that she will not be reprimanded if her risk-taking leads to failure. However, Anne Onymous will avoid exploiting a risky opportunity if the potential losses are high. To her, taking risks is a part of the job, but only in an occasional and unsystematic manner. Before venturing into uncharted territory, she tries her best to set landmarks and to make a proper assessment of potential benefits.



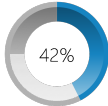
Negotiating skills

Anne Onymous has an average level of suitability for the roles of negotiator. In fact, this activity requires tweaking the strategies with care and finesse. In these situations, she relies primarily on the concrete because she must deal with the most pressing needs, preventing her from developing strategies consistent with her needs in the medium and long term. Anne Onymous can get average results from her subordinates, but when the level of expectation is high, she will perhaps need the support of another person in order to obtain satisfaction. In the negotiations, Anne Onymous has difficulty grasping the issues that motivate the other party. She tends to stay on the strategy that she has prepared in advance, without taking the time to listen and analyse the points presented by the other party. With little awareness of the aspirations and needs of the other, she may inadvertently direct the negotiation into deadlocks.



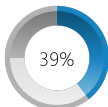
Leadership

The management style of Anne Onymous is rather participative. Far from being authoritarian, she considers all team members as equals and seeks to guide the group toward common goals. In her work environment, the contours of the authority are not clearly defined: Anne Onymous tends to allow a lot of freedom to her fellow employees.



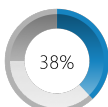
Natural authority

To rally others to her opinion is not very easy for Anne Onymous. She must employ many rational arguments because she can hardly count on her capacity of seduction. Anne Onymous does not always have confidence in herself and this makes it difficult for her to be convincing. She is more at ease in amicable negotiations by than in head-on confrontation. Nevertheless, Anne Onymous seldom loses face and can all the same impose herself on subjects that are particularly dear to her. Anne Onymous seeks to impose himself in a discrete manner: She does not like that her role is brought to light. When she needs things to be done by others, she will not use a very personal approach: Anne Onymous does not like to use her direct authority, any more than she likes to flaunt her higher rank. She is not among those trying to impress others by their presence. It seems that Anne Onymous does not see herself as a natural leader. In fact, she does not take charge of situations spontaneously, she will not also take control of a team without receiving an explicit assignment. It may take some time before she finds a well-defined because she is not someone who takes up the leadership or serves as a natural guide. It is likely that she is not used to sell her ideas convincingly or mobilise collective energies effectively. Her ability to use moral persuasion does not seem very extensive. It may happen that Anne Onymous faces difficulties in implementing new ideas. It is likely that she lacks training in management, but this may be remedied by coaching.



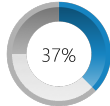
Personal maturity

It is difficult for Anne Onymous keep control of herself. Very impulsive, she finds it difficult not to be overwhelmed by the complexity of problems. It is difficult for her not to explode at the slightest tension, not to mention her reaction to direct opposition. She becomes easily disturbed by shows of strength. Anne Onymous feels rather ill at ease in power relations which she finds difficult to dominate. Her emotions can sometimes make her lose all perspective. It is all the more difficult for Anne Onymous keep her composure because she is very spontaneous and gives much importance to her emotions.



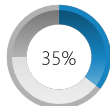
Public speaking

Anne Onymous avoids addressing groups because it is not her cup of tea. She does not articulate enough to express herself eloquently, so unless the issues are very important, she may be reluctant to get involved in a group discussion. In a group, her reluctance to speak makes her give up trying to get across her point of view with energy. In addition, it may be difficult for her to create a relaxed and open atmosphere conducive to discussion. It is all the more difficult for Anne Onymous to speak when she often finds it difficult to "feel" her audience or capture the group dynamics in action. It is rather difficult for her to understand the wishes of persons in front of her and this affects the quality of dialogue.



Competitiveness

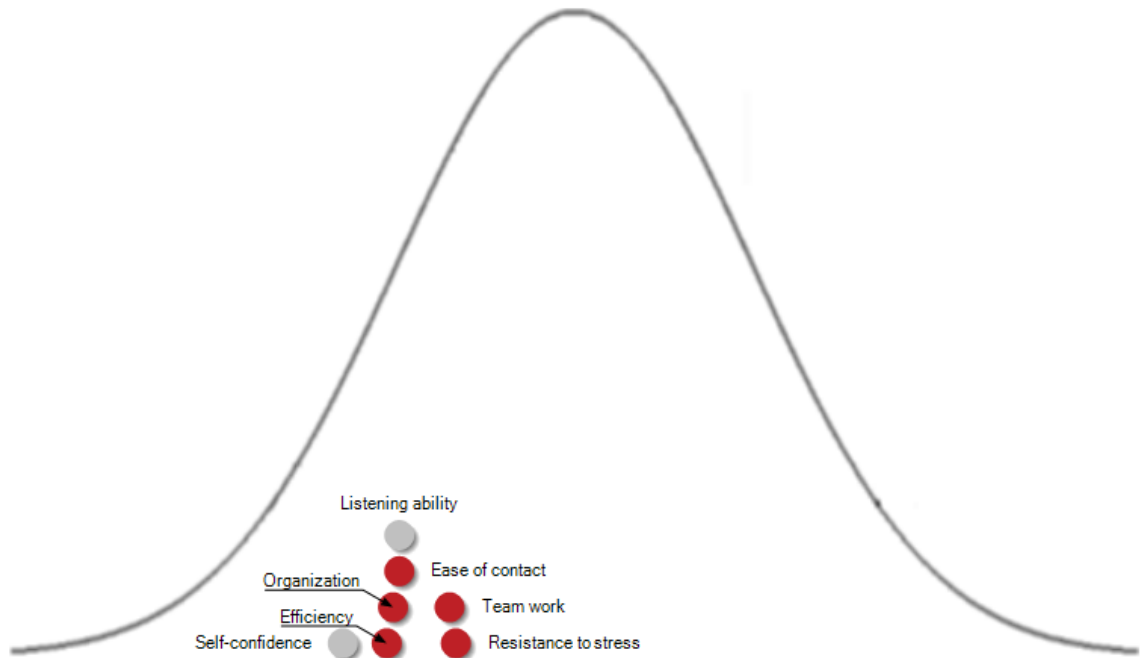
Anne Onymous is not motivated by competition. On the contrary, she works regardless of external factors. She cares little for the results of her colleagues, except to find inspiration in interesting and/or innovative working methods. Anne Onymous may be destabilised by a climate of competition or confrontation.



Optimism and "joie de vivre"

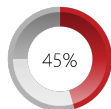
In her job, Anne Onymous acts with efficiency and determination. Her innate sense of organisation is a good indicator of the importance that she attaches to the establishment of priorities and to maintaining a good quality of execution. Moreover, as Anne Onymous wants to take innovative initiatives, she finds spontaneously new approaches and can propose rich and varied solutions. It changes the routine and makes work more exciting, while solutions are more creative. Some consider Anne Onymous as a person with her head in the clouds. Indeed, she sometimes loses sight of the realities as they stand. Instead of organising a pragmatic way to move forward in her work, she is sometimes lost in her thoughts. If they can be of help sometimes in advancing the work, they are also a source of substantial loss of time.

PROGRESS AXES



● Criteria for the Standard Profile sales executive

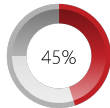
These are the less obvious criteria for that person. They mark in this person the possible limits compared to the skills required, if these skills are crucial for employment.



Resistance to stress



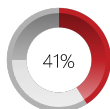
Anne Onymous does not have a good control over her stress levels. She does not try hard to assume responsibilities without showing off her difficulties or making others suffer from her difficulties. She moreover will certainly not be at ease in a noisy and hectic work environment. Her attention tends to focus on the problem source of stress, preventing her both from making a conscious and objective decision to solve this problem, but also divert her attention from this difficulty, in order to focus on another task. Professional qualities of Anne Onymous will be simply better exploited and her work will be facilitated through a position less stimulating from emotional standpoint.



Team work

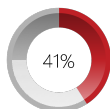


Anne Onymous feels like a fish in water in the midst of her fellow employees. She can succeed in influencing the situations without having to call for convincing arguments. She can find the right words to persuade her colleagues. Anne Onymous is in addition able to offer substantial reasoning to convince others less sensitive to her charisma. Although Anne Onymous exudes a natural authority without making any specific effort she can lead the teams based on her experience and methodology. In addition to encouraging colleagues to follow her instructions, she seeks to maintain constantly their involvement with regard to current projects, helping them as needed. She relies on her ability to lead others and to stay in the game Her spontaneous authority helps in persuading resistant co-workers to follow her.



Listening ability

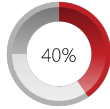
Anne Onymous does not listen to the views of her co-workers. She prefers to speak and express her views rather than place herself at the disposal of others. It is not easy for her to stay in the background and not take up all the space in the discussion. That said, she does not lack interest in what others feel, it's just that she finds it hard to be quiet and let them express themselves. Sometimes people confide in her, they feel supported by Anne Onymous. Not always concerned with personal stories and viewpoints of colleagues, Anne Onymous does not often have time to listen to them for finding a compromise.



Ease of contact

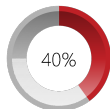


Although Anne Onymous shows very strong ambitions and demonstrates competitive attitudes, she takes into account the importance of teamwork. She will be careful to get involved in the work group and in consulting with others while taking her decisions. However, she does not neglect any career opportunity. Anne Onymous tends to share the success and the merit, avoiding putting forward her statutory claims and financial ambitions. Somehow, her ambitions and competitive aspirations are channelized: She can distinguish between the times when she can put them forward and those when it is better to set them aside in order to promote the objectives of the company.



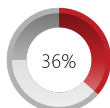
Organization

Anne Onymous is very meticulous in carrying out the tasks that she has planned to carry out before. However, She doesn't always do it that way. She prepares her appointments and holds most of her goals within the set deadlines, but she sometimes forgets along the way those that would not be a priority for what she is directly concerned with. As a result, it is usually necessary to check and control its actions at regular intervals. Anne Onymous is aware of the need for planning, timeliness and the importance of not overlooking details. The level of personal discipline of Anne Onymous is within the norm, suggesting that her work habits are rather organized and almost systematic, although she sometimes finds it difficult to overlook any details. Her line manager would be well advised to help her remember the important elements that she must take into account. The level of effectiveness of Anne Onymous is not very high: indeed, she tends to set their priorities according to these centres of interest and not according to the deadlines and directives they receive. This is why its productivity is not always the best. When she manages to channel his energy constructively, Anne Onymous gains in rigor and constancy.



Efficiency

Anne Onymous performs her work at her own pace. She manages to tackle first the most essential tasks and is conscious of the need for productivity. Even if Anne Onymous is not highly efficient on a daily basis she still manages to take into account the productivity requirements. An excessive workload and emergency situations may affect Anne Onymous's efficiency. Some consider Anne Onymous as a person with her head in the clouds. Indeed, she sometimes loses sight of the realities as they stand. Instead of organising a pragmatic way to move forward in her work, she is sometimes lost in her thoughts. If they can be of help sometimes in advancing the work, they are also a source of substantial loss of time.



Self-confidence

Anne Onymous does not have much self-confidence. She is obsessed with her defects and is afraid of what others think about her. One thing is for sure, nobody can suspect her of having a superiority complex! In general, she needs time before committing to take responsibilities and even more time before she starts feeling comfortable in her tasks. Sometimes introverted, she can feel insecure. Anne Onymous cares very much for the opinions and the place given to her colleagues, she can quite easily accept giving up some of her privileges if this can help her colleagues and help find a compromise.

Summary of likely behaviors.

Its main qualities

- Is not easily destabilised by what is new.
- Speaks without always thinking about the consequences.
- Demonstrates a high degree of autonomy.
- Accompanies changes.
- Tends to be extroverted.
- Leave useless details aside.
- Likes to change jobs or work environment.
- Advance alone.
- Is very careful about what others think of her....
- Prefers to say things clearly.
- Focuses on what's important.

Its possible limits

- Doesn't like to be put in the limelight.
- Has difficulty defining a plan of action in an emergency.
- Prefers to take on all alone the workload, finds it difficult to delegate.
- Has difficulty working with methods different from his own.
- May lose self-control.
- Sometimes imposes judgment a priori instead of listening.
- Does not know how to manage the time allocated to a task.
- Gets lost in a multitude of different jobs.
- It's hard to get out of the routine.
- Waste of time.
- Has difficulty making the right decisions.

SUMMARY

Keys Hashtags

#flexibility *#austerity* *#help* *#despondency* *#stammering* *#anxiety*

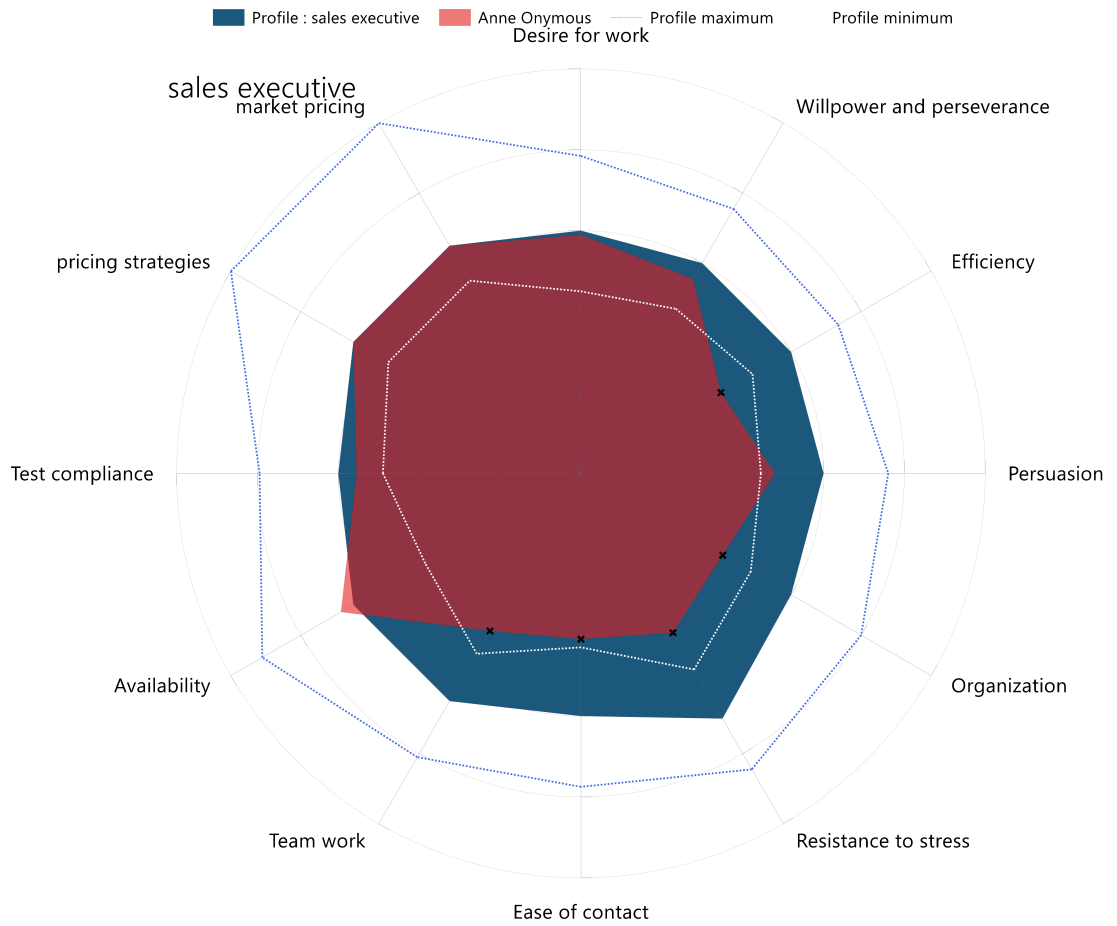
#manageability *#flexibility* *#stammering* *#unstable*

#malleability *#uneven* *#cooperation* *#anxiety*

KEYS HASHTAGS

sales executive

Desired criteria



RADAR

CRITERIA FOR THE STANDARD PROFILE

- +** **Availability**

Measures the ability to be there, being present when required for the company's smooth operation. This criterion assesses the person's flexibility in his organisation, so as to adapt to the job's requirement, the obligation of obtaining results, the demands of partners. The person therefore agrees to alter his working habits, change schedules and change his working environment in order to ensure the continuity of the department. It also entails temporarily accepting new tasks, when it is necessary to deal with unexpected events. A person who plays the game, thinks about the company as a whole and not on a purely individual viewpoint obtains a good score on this criterion.
- +** **pricing strategies**

Anne Onymous be fluent in pricing strategies and the techniques, theories, and commonly accepted strategies regarding pricing of goods. The relation between pricing strategies and outcomes in the market such as profitability maximisation, deterrence of newcomers, or increase of market share.
- +** **market pricing**

Anne Onymous be fluent in market pricing and price volatility according to market and price elasticity, and the factors which influence pricing trends and changes in the market in the long and short term.
- +** **Desire for work**

Attachment to work as a source of activity and achievement. Work conceived as one of life's basic values.

This criterion reflects a sense of action. It indicates a definite tendency to get involved, in one's firm or generally speaking, in professional projects. It also covers the value one puts on the notion of objectives and professional results and the tendency to do the utmost to reach those goals. It also measures the ability not to set rigid borderlines between professional and personal life and to strike a right balance between the two. More broadly, it reflects the ability to nourish and optimize one's work through openness to the outside world.
- +** **Willpower and perseverance**

Steadfastness, tenacity, persistency, energy.

This criterion denotes a "fighter".

Test compliance



Honesty in the answers given to the test questions. Self-knowledge.

This criterion shows the person's capacity to play the game (questionnaire) and to appear as he is. It shows often the individual self-knowing and a readiness to the dialogue. It may indicate a level of spontaneity, sometime of impulsivity.

Persuasion



Ability to win the other person over through repartee and capacity for improvising powerful, even brilliant, arguments.

This criterion measures the ability to convince, based essentially on seduction and emotion. It can be seen as a short-term communication axe, defined by an objective to achieve.

Resistance to stress



An ability to manage stressful situations and not to become overwhelmed by the emotional tensions that these situations may trigger. Whether it concerns stress related to the rate of work itself, to changes in the rate or last-minute changes in schedules. It is also an ability to cope with one's working environment: noise, agitation, physical constraints. Stress in human relationships: customer demands, relations with colleagues and subordinates. The person tries to take responsibility,, avoiding revealing his difficulties to others or having others affected by them.

Team work



Ability to adapt to team work rules and to avoid conflicts in a group. Importance of belonging to the group.

This criterion measures tolerance and respect for the rules of the group.

Ease of contact



Ability to actively create contacts, to seduce. Being concerned with making oneself congenial. Ability to develop a relationship network.

This criterion also corresponds to a concern with putting oneself forward in society: the individual likes to speak in public, to lead debates...

Organization



Sense of order and filing. Need for verification, methods, procedures, time management. Certain sense of analyse.

This criterion measures how meticulous a person is. It is particularly suited for secretarial, accounting and computer-related functions.



Efficiency

— Tendency to put a higher value on action than on thought, to achieve useful results, to be "operational". Striving for and valuing immediate results.

This criterion measures the preference for action and efficiency. It gives also indication on the real need of achieving results and a certain promotion of short-terms issues.

Conclusion

ANNE ONYMOUS

Job Profile : sales executive

Considering the results of the test on one side, and the job profile, on the other hand, we give the following notice:

Very reserved opinion

This informative notice was produced by a computer with the limits of what can produce a predictive diagnosis based on a probabilistic approach and questionnaires. No decision shall be taken solely on the basis of a test. The test results must be supplemented by an interview.

CONCLUSION

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