

CLIENT LOGO







Skills Gauge Report

Competency Score by Cluster

Overall - FINAL TEST : 44.4%

Total Scenarios - 1 Attempted Scenarios - 1

		Significant Shortcoming	Needs Improvement	Average	Good	Proficient
Empathy Level 1 <i>hello</i>	0%					
Persuasion-Win/Win mindset Level 1 <i>hello</i>	44%					
Questioning level 1 <i>hello</i>	5%					
Rapport Level 1 <i>hello</i>	25%					

Competency Score by Activity

CRITICAL CONVERSATIONS






Total Interactions

 - 6 **Time available** - 0Hr : 30Min

Attempted Interactions

 - 6 **Time taken** - 0Hr : 2Min

Topic - Sales and Managerial Batch: 44.4%

		Significant Shortcoming	Needs Improvement	Average	Good	Proficient
Empathy Level 1 <i>hello</i>	0%					
Persuasion-Win/Win mindset Level 1 <i>hello</i>	44%					
Questioning level 1 <i>hello</i>	5%					
Rapport Level 1 <i>hello</i>	25%					

Personality Fit (Voice)



16 PF Trait Assessment - Details

Descriptors: 16 Personality Factors (PF)

Trait	Score	Rationale for score
Factor A: Cool - warm	4	Average range. [Cues: fast speech, dynamic tone]
Factor B: Concrete - Abstract Thinking	6	Average range. [Cues: fast speech, dynamic tone]
Factor C: Affected by Feeling - Emotionally stable	7	Average range. [Cues: fast speech, dynamic tone]
Factor E: Submissive - Dominant	6	Average range. [Cues: fast speech, dynamic tone]
Factor F: Sober - Enthusiastic	5	Average range. [Cues: fast speech, dynamic tone]
Factor G: Expedient - Conscientious	8	Conscientious [Cues: fast speech, dynamic tone]
Factor H: Shy - Bold	4	Average range. [Cues: fast speech, dynamic tone]
Factor I: Tough minded - Tender minded	6	Average range. [Cues: fast speech, dynamic tone]

Personality Fit (Voice)



16 PF Trait Assessment - Details

Descriptors: 16 Personality Factors (PF)

Trait	Score	Rationale for score
Factor L: Trusting - Suspicious	6	Average range. [Cues: fast speech, dynamic tone]
Factor M: Practical - Imaginative	5	Average range. [Cues: fast speech, dynamic tone]
Factor N: Forthright - Shrewd	6	Average range. [Cues: fast speech, dynamic tone]
Factor O: Self assured - Apprehensive	5	Average range. [Cues: fast speech, dynamic tone]
Factor Q1: Conservative - Experimenting	6	Average range. [Cues: fast speech, dynamic tone]
Factor Q2: Group oriented - Self-sufficient	5	Average range. [Cues: fast speech, dynamic tone]
Factor Q3: Undisciplined - Following self-image	8	Precise [Cues: fast speech, dynamic tone]
Factor Q4: Relaxed - Tense	6	Average range. [Cues: fast speech, dynamic tone]

Competency Descriptors

Descriptors: 16 Personality factors (PF)

Trait	Low score	High
Factor A	<u>Cool</u> Cool, reserved, impersonal, detached, aloof; prefers things over people; avoids compromise; rigid; critical.	<u>Warm</u> Warm, outgoing, kindly, emotionally expressive; enjoys group settings; cooperative; remembers people's names; adaptable.
Factor B	<u>Concrete Thinking</u> Concrete, less intelligent; takes time to learn; literal in interpretation.	<u>Abstract Thinking</u> Abstract thinker, bright, quick to grasp ideas and concepts; imaginative.
Factor C	<u>Affected by Feelings</u> Affected by feelings; emotionally unstable; easily annoyed and frustrated; prone to neurotic symptoms.	<u>Emotionally Stable</u> Emotionally stable, mature, calm; realistic and unruffled under pressure.
Factor E	<u>Submissive</u> Submissive, humble, accommodating; dependent and conforming.	<u>Dominant</u> Dominant, assertive, aggressive, competitive, self-assured, authoritative.
Factor F	<u>Sober</u> Restrained, prudent, taciturn, serious; introspective and pessimistic.	<u>Enthusiastic</u> Enthusiastic, spontaneous, expressive, cheerful, talkative, carefree.
Factor G	<u>Expedient</u> Expedient, disregards rules; self-indulgent, casual, unsteady; may be effective when free from group norms, but also antisocial.	<u>Conscientious</u> Conscientious, conforming, moralistic, responsible; dominated by duty; prefers hard work over wit.
Factor H	<u>Shy</u> Shy, timid, hesitant, intimidated; avoids personal contact and large groups.	<u>Bold</u> Bold, venturesome, uninhibited; emotionally expressive; handles stress well, sociable and outspoken.
Factor I	<u>Tough Minded</u> Tough-minded, self-reliant, realistic, rough, down-to-earth; skeptical of emotional content; pragmatic.	<u>Tender Minded</u> Tender-minded, sensitive, intuitive, artistic, day-dreaming, dependent, expressive.

Competency Descriptors

Descriptors: 16 Personality factors (PF)

Trait	Low score	High
Factor L	<u>Trusting</u> <i>Trusting, accepting, adaptable, team-oriented, tolerant.</i>	<u>Suspicious</u> <i>Suspicious, skeptical, self-opinionated, egocentric, slow to trust others.</i>
Factor M	<u>Practical</u> <i>Practical, down-to-earth, detail-focused, steady; good in emergencies; conventional.</i>	<u>Imaginative</u> <i>Imaginative, abstracted, inner-directed, creative, unconventional; sometimes impractical.</i>
Factor N	<u>Forthright</u> <i>Forthright, open, genuine, unpretentious, artless.</i>	<u>Shrewd</u> <i>Shrewd, polished, socially aware, diplomatic, perceptive, sometimes cynical.</i>
Factor O	<u>Self-assured</u> <i>Self-assured, secure, untroubled, confident; may be insensitive to feedback.</i>	<u>Apprehensive</u> <i>Apprehensive, self-blaming, insecure, guilt-prone, anxious, socially hesitant.</i>
Factor Q1	<u>Conservative</u> <i>Traditional, conservative, moralistic, cautious; accepts the "tried and tested," avoids change.</i>	<u>Experimenting</u> <i>Liberal, critical, open to change; experimental, skeptical, interested in new ideas and intellectual matters.</i>
Factor Q2	<u>Group oriented</u> <i>Group-oriented, follower; seeks approval, prefers group decisions, dependent on others.</i>	<u>Self-sufficient</u> <i>Self-sufficient, resourceful, prefers independent decisions; doesn't seek social validation; temperamentally independent.</i>
Factor Q3	<u>Undisciplined</u> <i>Undisciplined, lax, careless of social rules, impulsive, not detail-oriented.</i>	<u>Following self-image</u> <i>Compulsive, socially precise, perfectionist; emotionally controlled; aware of social image and reputation.</i>
Factor Q4	<u>Relaxed</u> <i>Relaxed, tranquil, composed, low drive, satisfied; may lack motivation.</i>	<u>Tense</u> <i>Tense, frustrated, impatient, restless, hard-driving; highly stimulated but unable to discharge tension; may suffer from stress-related performance disruption.</i>

Competency Descriptors

Competency Descriptors

Empathy Level 1

hello

Persuasion- Win/Win mindset Level 1

hello

Questioning level 1

hello

Rapport Level 1

hello