

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
<b>Empathy Level 1</b> <i>hello</i>	0%					
<b>Persuasion-Win/Win mindset Level 1</b> <i>hello</i>	44%					
<b>Questioning level 1</b> <i>hello</i>	5%					
<b>Rapport Level 1</b> <i>hello</i>	25%					

## Competency Score by Activity

### CRITICAL CONVERSATIONS






**Total Interactions**

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

**Attempted Interactions**

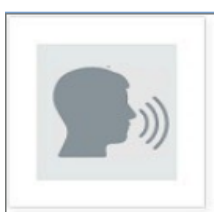
 - 6 **Time taken** - 0Hr : 2Min

### Topic - Sales and Managerial Batch: 44.4%

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







## Personality Fit (Voice)

### 16 PF Trait Assessment



**Total Interactions** - 6    **Time available** - 1Hr : 39Min  
**Attempted Interactions** - 6    **Time taken** - 0Hr : 2Min

	Score	2	4	6	8	10	
<b>A: Cool</b> <i>reserved, impersonal, detached formal, aloof</i>	5						<b>A: Warm</b> <i>Outgoing, Kindly, Easy going, Participating, Likes people</i>
<b>B: Concrete</b> <i>thinking, less intelligent</i>	5						<b>B: Abstract</b> <i>thinking, more intelligent and bright</i>
<b>C: Affected by feelings</b> <i>emotionally less stable, easily annoyed</i>	5						<b>C: Emotionally stable</b> <i>mature, calm, realistic</i>
<b>E: Submissive</b> <i>humble, accommodating, mild, easily led</i>	5						<b>E: Dominant</b> <i>assertive, aggressive, competitive, self-assured, authoritative and stubborn</i>
<b>F: Sober</b> <i>Restrained, prudent, taciturn, serious, introspective and pessimistic</i>	5						<b>F: Enthusiastic</b> <i>spontaneous, expressive, cheerful, talkative, carefree</i>
<b>G: Expedient</b> <i>disregards rules, self-indulgent</i>	5						<b>G: Rule-Conscious</b> <i>dutiful, conscientious, conforming, moralistic</i>
<b>H: Shy</b> <i>threat-sensitive, timid, hesitant</i>	5						<b>H: Bold</b> <i>socially bold, venturesome, thick-skinned</i>
<b>I: Tough-Minded</b> <i>utilitarian, objective, unsentimental</i>	5						<b>I: Sensitive</b> <i>aesthetic, sentimental, tender-minded</i>
<b>L: Trusting</b> <i>accepting conditions, easy to get on with</i>	5						<b>L: Vigilant</b> <i>suspicious, skeptical, distrustful, oppositional</i>
<b>M: Practical</b> <i>grounded, down-to-earth, prosaic</i>	5						<b>M: Abstracted</b> <i>imaginative, idea-oriented, absorbed in ideas</i>

<b>N: Forthright</b> <i>genuine, artless, open, unpretentious</i>	5		<b>N: Private</b> <i>discreet, non-disclosing, shrewd, polished</i>
<b>O: Self-Assured</b> <i>unworried, complacent, secure, self-satisfied</i>	5		<b>O: Apprehensive</b> <i>self-doubting, worried, guilt-prone, insecure</i>
<b>Q1: Traditional</b> <i>attached to familiar, conservative</i>	5		<b>Q1: Open to Change</b> <i>experimenting, liberal, critical, freethinking</i>
<b>Q2: Group-Oriented</b> <i>affiliative, a joiner and follower</i>	5		<b>Q2: Self-Reliant</b> <i>solitary, resourceful, individualistic</i>
<b>Q3: Tolerates Disorder</b> <i>flexible, undisciplined, impulsive</i>	5		<b>Q3: Perfectionistic</b> <i>organized, compulsive, self-disciplined</i>
<b>Q4: Relaxed</b> <i>patient, composed, low drive</i>	5		<b>Q4: Tense</b> <i>driven, impatient, high energy, time-driven</i>

● User Score

# Personality Fit (Voice)

Low Score	High Score
<b>A:</b> Cool, reserved, impersonal, detached formal, aloof	<b>A:</b> Warm, outgoing, kindly, easygoing, participating and likes people
<b>B:</b> Concrete thinking, less intelligent	<b>B:</b> Abstract thinking, more intelligent and bright
<b>C:</b> Affected by feelings; emotionally less stable, easily annoyed	<b>C:</b> Emotionally stable, mature, calm, realistic
<b>E:</b> Submissive, humble, accommodating, mild, easily led	<b>E:</b> Dominant, assertive, aggressive, competitive, self-assured, authoritative and stubborn
<b>F:</b> Sober, Restrained, prudent, taciturn, serious, introspective and pessimistic	<b>F:</b> Enthusiastic, spontaneous, expressive, cheerful, talkative, carefree
<b>G:</b> Expedient, disregards rules; self-indulgent, casual, unsteady	<b>G:</b> Conscientious, conforming, moralistic, responsible; dominated by duty, staid, rule-bound
<b>H:</b> Shy, timid, hesitant, intimidated, threat sensitive	<b>H:</b> Bold, venturesome, uninhibited; emotionally expressive; handles stress well
<b>I:</b> Tough-minded, self-reliant, realistic, no-nonsense, rough	<b>I:</b> Tender-minded, sensitive, intuitive, refined
<b>L:</b> Trusting, accepting conditions, easy to get on with	<b>L:</b> Suspicious, hard to fool, distrustful, skeptical
<b>M:</b> Practical, concerned with down-to-earth, steady	<b>M:</b> Imaginative, absent minded, absorbed in thought and impractical
<b>N:</b> Forthright, open, genuine, unpretentious, artless	<b>N:</b> Shrewd, polished, socially aware, diplomatic, and calculating
<b>O:</b> Self-assured, secure, feels free guilt, untroubled, self-satisfied	<b>O:</b> Apprehensive, self-blaming, insecure, guilt-prone, worrying
<b>Q1:</b> Conservative, respecting traditional ideas	<b>Q1:</b> Liberal, critical, open to change; experimental
<b>Q2:</b> Group-oriented, follower, listens to others	<b>Q2:</b> Self-sufficient, resourceful, prefers independent decisions
<b>Q3:</b> Undisciplined self-conflict, lax, careless of social rules	<b>Q3:</b> Following self image, socially precise, compulsive
<b>Q4:</b> Relaxed, tranquil, composed, low drive, unfrustrated	<b>Q4:</b> Tense, frustrated, overwrought, has high drive

## Personality Fit (Voice)



### 16 PF Trait Assessment - Details

#### Descriptors: 16 Personality Factors (PF)

Trait	Score	Rationale for score
<b>Factor A: Cool - warm</b>	<b>4</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor B: Concrete - Abstract Thinking</b>	<b>6</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor C: Affected by Feeling - Emotionally stable</b>	<b>7</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor E: Submissive - Dominant</b>	<b>6</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor F: Sober - Enthusiastic</b>	<b>5</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor G: Expedient - Conscientious</b>	<b>8</b>	Conscientious [Cues: fast speech, dynamic tone]
<b>Factor H: Shy - Bold</b>	<b>4</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor I: Tough minded - Tender minded</b>	<b>6</b>	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
<b>Factor L: Trusting - Suspicious</b>	<b>6</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor M: Practical - Imaginative</b>	<b>5</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor N: Forthright - Shrewd</b>	<b>6</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor O: Self assured - Apprehensive</b>	<b>5</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor Q1: Conservative - Experimenting</b>	<b>6</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor Q2: Group oriented - Self-sufficient</b>	<b>5</b>	Average range. [Cues: fast speech, dynamic tone]
<b>Factor Q3: Undisciplined - Following self-image</b>	<b>8</b>	Precise [Cues: fast speech, dynamic tone]
<b>Factor Q4: Relaxed - Tense</b>	<b>6</b>	Average range. [Cues: fast speech, dynamic tone]



# Competency Descriptors

## Descriptors: 16 Personality factors (PF)

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

# Competency Descriptors

## Descriptors: 16 Personality factors (PF)

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