Needs some support to
succeed in this role

Has an innate drive to
succeed in this role

Needs significant support
to succeed in this role

Is strongly self-driven to
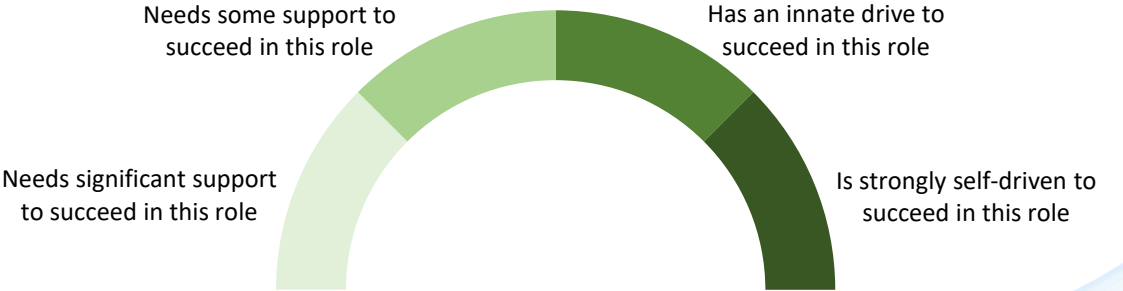succeed in this role

* Predictive Success Index is a scientifically derived tool to help you understand how can the candidate succeed in a typical 'sales' role. It is the weighted average of all Sten scales relevant to the role. If the
candidate lack of enablers (weighted avg. range 1-6), then they will need a fair bit of support and guidance to succeed in this role. On the other hand, if the candidate has more enablers (weighted avg. range 6.1-
10), then they will mostly be able to drive themselves to succeed in this role with minimal support and guidance.