

Success Strategies

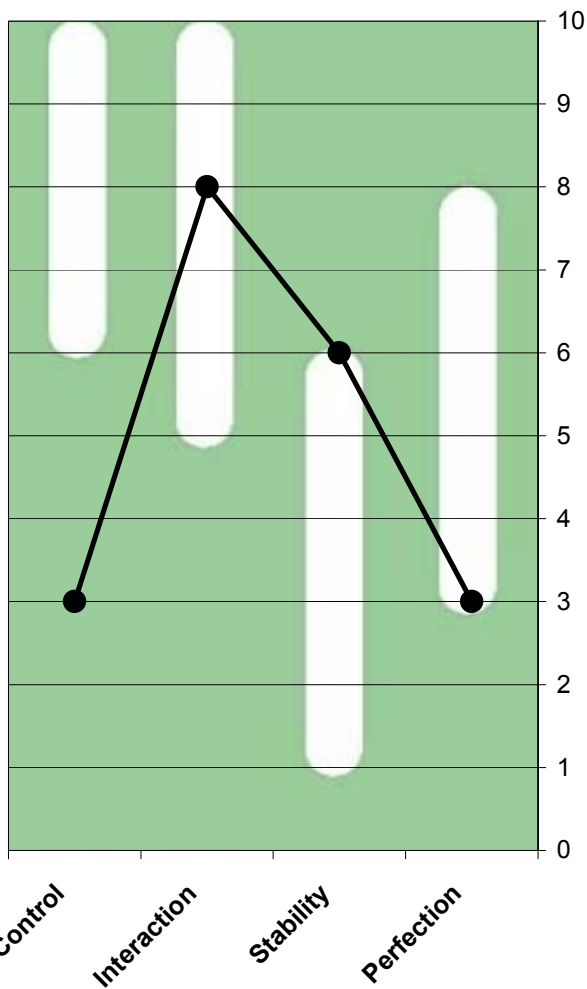
PROFILE COMPARISON

How the candidate's primary behavioral traits and key achievement traits compare with a profile of the traits found in top performers in this position.

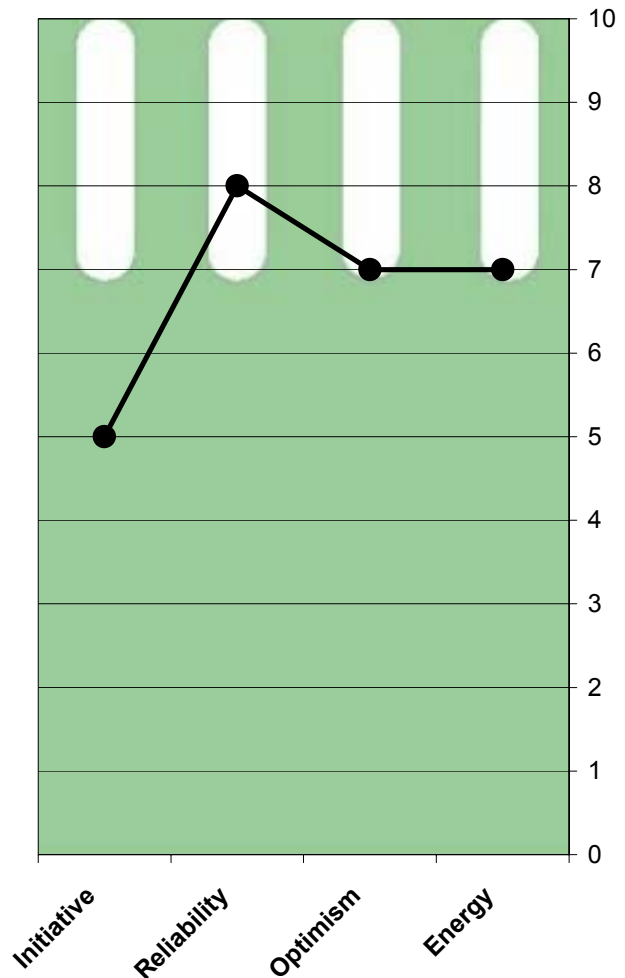
Candidate: John Sampleton

Position: Sales

BEHAVIORAL TRAITS



ACHIEVEMENT TRAITS



- Control** - Aggressive and assertive with a desire to make decisions and influence other people
- Interaction** - Outgoing and expressive with a natural need to meet people and build rapport
- Stability** - Patient and obliging with a desire for structured tasks and harmonious relationships
- Perfection** - Accurate and organized with a need to avoid error and produce precise results
- Initiative** - Taking-on new challenges and taking a strong lead in solving problems
- Reliability** - Consistency and self-discipline in completing tasks and in fulfilling commitments
- Optimism** - Cheerfulness in dealing with others and positive expectations for the future
- Energy** - Mental energy that gives people the versatility to handle a variety of challenges

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MANAGER'S SHEET

A summary of the subject's basic behavioral traits, achievement traits, and the Success Strategies he or she is most comfortable using to accomplish objectives.

Company : Ivanhoe Technology Inc.

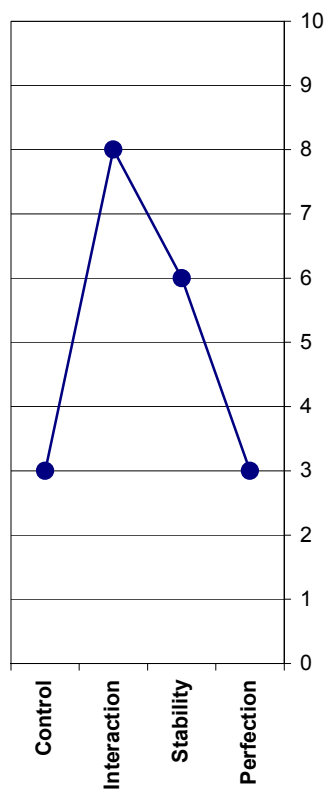
Candidate : John Sampleton

Position : Sales

Date : August 9, 2011

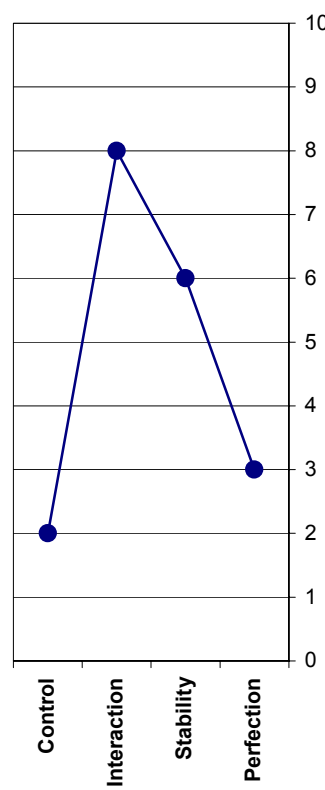
SELF-IMAGE

A person's self-image shows the way he or she is most comfortable acting, as well as the traits which are likely to come out under pressure.



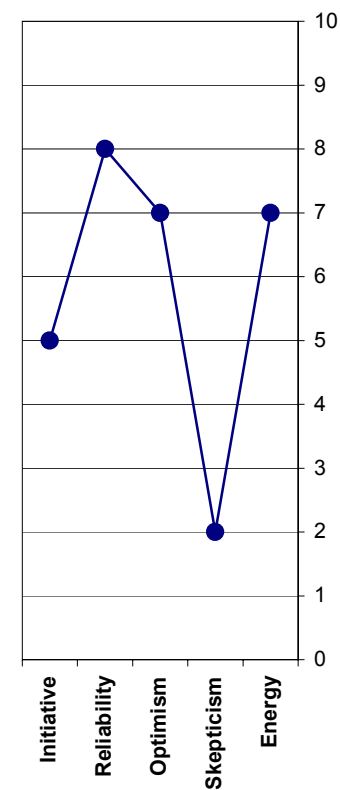
SOCIAL-IMAGE

The social-image is the personality people show to others, including any adjustments they might make in their behavior, when they see the need.



ACHIEVEMENT

A person's achievement traits show you how effectively they use their personality and abilities to accomplish their goals and achieve success.



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Perfection - Accurate and organized with a need to avoid error and produce precise results

Initiative - Taking-on new challenges and taking a strong lead in solving problems

Reliability - Consistency and self-discipline in completing tasks and in fulfilling commitments

Optimism - Cheerfulness in dealing with others and positive expectations for the future

Skepticism - Objectivity at low levels, with an increasingly critical attitude as level increases

Energy - Mental energy that gives people the versatility to handle a variety of challenges