

Candidate: Betty Penske

Assessment: Customer Service Representative (Short, with Video Interview)

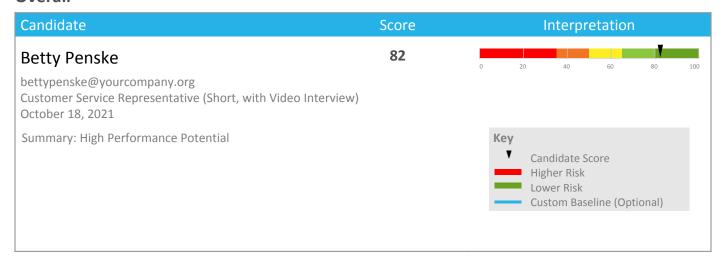
Completed: October 18, 2021 Prepared for: Susan Bookman



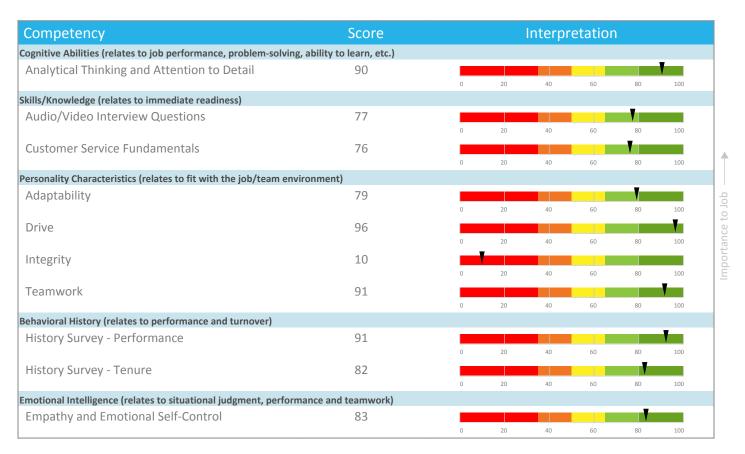
# **Test Results and Interview Guide**

The Customer Service Representative (Short, with Video Interview) assessment measures key factors related to high performance and tenure in this job. Attribute types measured include cognitive ability, skills, knowledge, personality characteristics, emotional intelligence, and past behavioral history. This report includes a one page summary, followed by detailed results with an embedded interview guide. Note that these results should always be used as a part of a balanced candidate selection process that includes independent evaluation steps, such as interviews and reference checks.

### **Overall**



### **Competency Summary**



# Comparison

Percentile scores indicate how the candidate compares to other test-takers within various groups. The candidate scored equal to or better than the fraction of test-takers indicated by the percentile.





### **Assessment Overview**

This assessment provides scores for a number of important factors and competencies that are related to success on the job. Scores are presented based on their potential impact on job performance.

Scores are presented individually on a scale of 0-100. In most cases, including the overall score, higher scores represent higher expected job performance. However, for some competencies, either extreme low or extreme high scores indicate a risk of lower performance. Refer to the interpretation section of each competency for additional information.

Individual competency scores are also combined into a single overall score. Please note that individual competencies are weighted differently, depending on their type, and on fine adjustments based on data from the US Government's Occupational Data Network (O\*Net).

Each competency measured includes one or more suggested interview questions, in an easy-to-use format. These questions should be used for additional probing, especially when the score shows an area of relative weakness.

Some of the competencies measured evaluate preferences for doing (or not doing) specific activities. Scores for these competencies can be used to evaluate job-fit.

We wish to emphasize that the data contained in this report should be used as part of a comprehensive process for evaluating job candidates. Additional data should include in-person interviews, job tryouts, resume review, and background checks.

#### Detail

Candidate: Betty Penske, bettypenske@yourcompany.org

Assessment: Customer Service Representative (Short, with Video Interview)

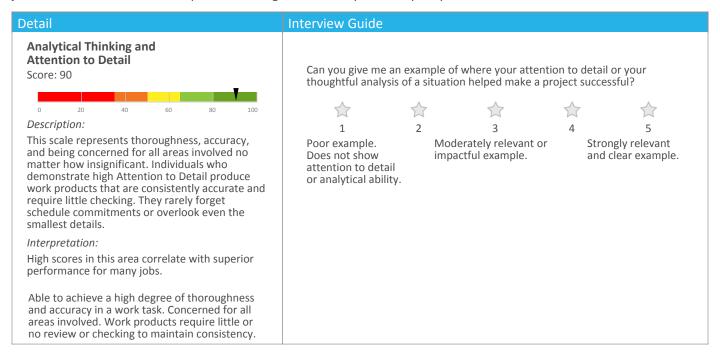
Authorized: October 18, 2021, by Susan Bookman, HR Avatar Data Collection Account, sue.bookman@richardson.biz

Started: October 18, 2021 at 6:24:34 PM EST Completed: October 18, 2021 at 6:24:34 PM EST

Overall Score: 82

### **Cognitive Abilities Detail**

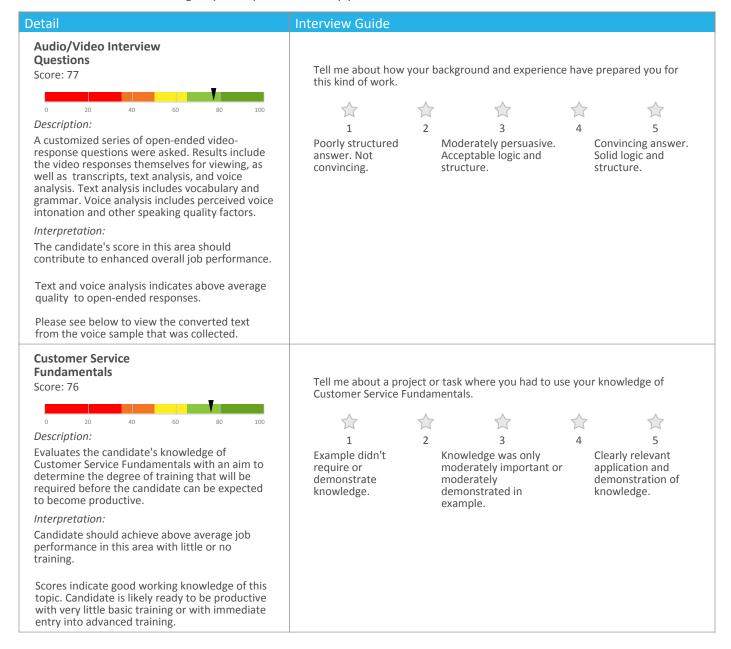
This section contains a list of job-related cognitive abilities that have been evaluated in a job-like context using HR Avatar's simulation technology. Studies have demonstrated that cognitive abilities are highly correlated with job performance for many jobs. Abilities also correlate with problem-solving and the ability to learn quickly.





### **Knowledge and Skills Detail**

This section contains a list of job-related knowledge areas and skills that have been evaluated. Low scores in these areas often indicate that additional learning may be required before top performance can be achieved.



# **Personality Characteristics Detail**

This section contains a list of personality characteristics that are frequently associated with job performance. Remember, these are not skills and do not indicate the ability to do a job. Rather, they can be used to evaluate the candidate's fit with the general needs of the job and the organizational culture. Sample interview questions are provided to gather more information.



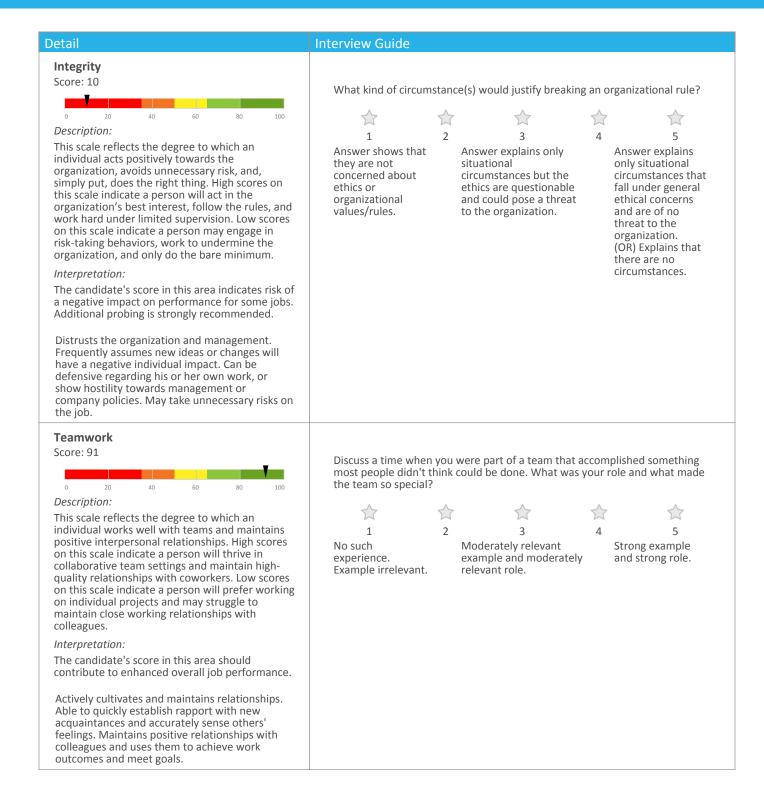
#### Detail **Interview Guide** Adaptability Score: 79 Would you rather work in a job where the work is predictable or one where activities are constantly changing? Why? 20 Description: This scale reflects how accepting a person is of 5 1 3 frequent or substantial changes in his or her job Ambivalent to change. Becomes paralyzed Comfortable with requirements. Changing work requirements by change. Or Has sound reasoning for change, though usually cause stress and put pressure on an disregards the falling in the middle. feels some stress or individual to adapt. High scorers usually thrive change and anxiety. Usually under changing work conditions, while low continues same able to stay scorers may burn out or become paralyzed. In path. focused. more stable job circumstances, high scorers may become bored, while low scorers would remain satisfied. Interpretation: The candidate's score in this area should contribute to enhanced overall job performance. Prefers a dynamic work environment. Able to remain focused and positive in times of significant workplace change. Fairly easy-going and relaxed. However, may appear uninterested under certain circumstances. **Drive** Score: 96 Tell me about a time when you went above and beyond the call of duty to achieve a difficult goal or challenge. What motivated you to put forth the extra effort? Description: W W This scale reflects the degree to which an individual will work hard to achieve goals and 1 3 5 solve critical problems in the organization. High Strong example. Poor or weak Moderate example. scores on this scale indicate a person will be example. No real Clearly applied Some extra effort diligent in their work and use all necessary extra effort. evident. extra effort. Well sources to solve problems. Low scores on this organized in scale indicate a person may be unenthusiastic approach. about work and may struggle with complex tasks and challenges. Interpretation:

The candidate's score in this area should contribute to enhanced overall job performance.

the rules and personal achievement.

Highly motivated by challenging goals and tasks, financial rewards, and/or recognition, and willing to work very hard to succeed. Very focused on understanding guidelines, following

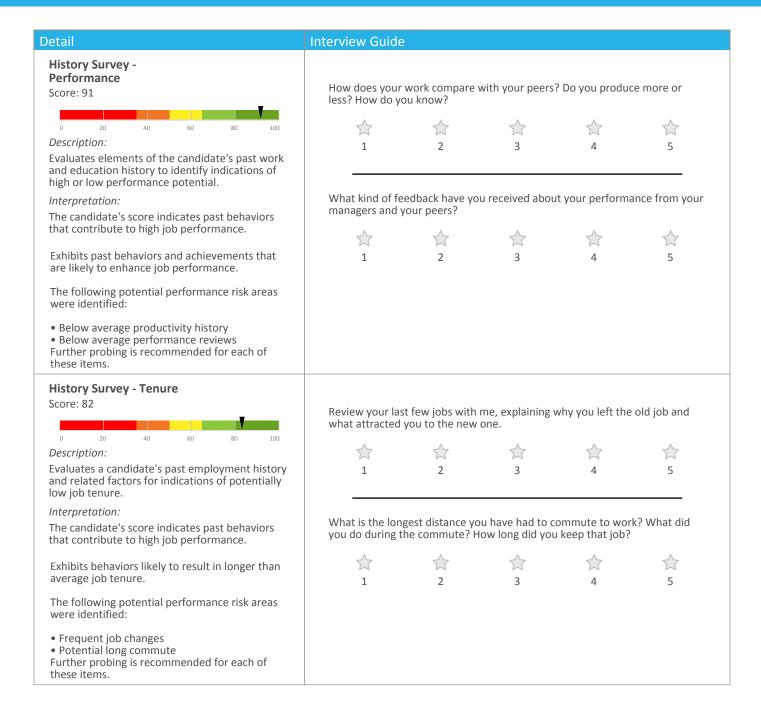




# **Behavioral History Detail**

This section evaluates answers the candidate gave concerning his or her work-related history. Studies often show that a candidate's past behavior often indicates his or her future behavior. Potential caution areas (if any) are specified in each detail section.





# **Emotional Intelligence Detail**

This section contains a list of emotional intelligence characteristics that indicate how tuned in a candidate is to his or her own emotions, and those of others, as well as the candidate's ability to control his or her behavior in light of the emotions he or she is experiencing. These traits can often impact performance in groups or teams. Sample interview questions are provided to gather more information.



Detail

### **Empathy and Emotional Self-Control**

Score: 83



#### Description:

Demonstrates exceptional strengths in sensing the emotional needs of others, sympathizing with other people's problems, and seeing things from other people's point of view. Likely to be very effective at demonstrating to customers or coworkers that they understand and care about them, resulting in significantly improved customer loyalty, much stronger work relationships, and noticeably reduced levels of conflict in the workplace.

#### Interpretation:

The candidate's score in this area should contribute to enhanced overall job performance.

Demonstrates exceptional strengths in sensing the emotional needs of others, sympathizing with other people's problems, and seeing things from other people's point of view. Likely to be very effective at demonstrating to customers or coworkers that they understand and care about them, resulting in significantly improved customer loyalty, much stronger work relationships, and noticeably reduced levels of conflict in the workplace.

#### **Interview Guide**

Are you good at relating to the feelings of others? Can you give me an example of how this helped you navigate a difficult situation at work or at school?



how others feel.

example.

Unable to provide

2 Not able to sense

3 Some ability to sense how others feel. Example shows some ability to use senses at

work.



5

Able to relate to others and sense how they feel. Example shows can easily apply senses at work.



# **Audio/Video Responses**

During the assessment, the candidate was asked to answer open-ended answer to one or more questions by either audio or video. If the candidate did not have the ability to upload audio or video they were asked to write their responses. The text of their responses as well as any included analysis of their speaking or text is provided below. Additionally, you can click on the links below (or cut and past into a web browser) to view or listen to their response directly.

Question	Response		
Introduce yourself. Start with your name and add in whatever you'd like to say.	hi my name is Ana Reyes and I'm currently working as an administrative occur in a company located here in Makati so I've been working in the company for a year-and-a-half doing pretty much filing documents and taking care of documentation for the whole company		
	View this video recording: https://www.hravatar.com/ta/avpb/0/9242		
Why are you leaving your current position?	so basically the reason why I want to leave my current position is because I would describe myself as a people person so in my current role I do not get to interact with a lot of people and so I find the job a little bit boring and unfulfilling		
	View this video recording: https://www.hravatar.com/ta/avpb/0/9243		
Why do you think you would succeed in the job you are applying for?	so I think I would succeed in the job that I'm applying for because I have a lot of energy and since I like working with a lot of people I think that our role in sales will also allow me to do what I really enjoy Winchester interact with all different kinds of people and also to learn in the process		
	View this video recording: https://www.hravatar.com/ta/avpb/0/9244		
Why do you want to do the job you are applying for?	so I mentioned earlier I am really interested in a sales job first of all because I like working with people and I think that I am convincing I also like the company that I'm applying for it has a lot of it snowing in the market and it looks like a really young and fun company		
	View this video recording: https://www.hravatar.com/ta/avpb/0/9245		

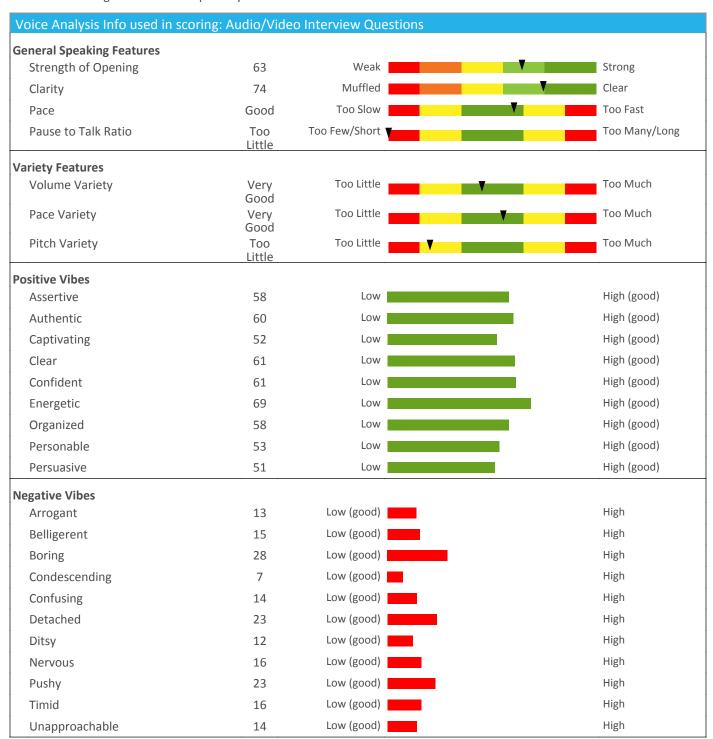


Question	Response		
Describe an achievement you are proud of. What did you have to accomplish and how did you do it?	so I think one of the biggest achievements that I have experience in my work so far is that I was able to help the accounting team a project of bears because I kept track of all the documents and I coordinated with different teams so that's all there are requirements were submitted so because of that are the accounting team was actually able to finish their project ahead of time		
	View this video recording: https://www.hravatar.com/ta/avpb/0/9246		
Where do you see yourself five years from now?	so five years from now I honestly see myself in a managerial position I'm also aspiring to find a job abroad also working in sales		
	View this video recording: https://www.hravatar.com/ta/avpb/0/9247		
Talk about anything you would like to add that might be helpful in our evaluation.	so I would also like to add that I have that when I was in college I was the president of an organization and one of the biggest projects which I handle it had to do with selling in order to raise funds so we were actually able to hit our Target really easily because of my efforts as well as a team separate		
	View this video recording: https://www.hravatar.com/ta/avpb/0/9248		



# **Voice Analysis Information**

Spoken voice samples are processed through an artificial intelligence-based algorithm to determine how the speakers voice and speaking style is perceived by others. The following statistics and ratings were collected as part of this analysis and these were used in calculating the related competency scores.



## Minimum Qualification Guidelines - from O\*Net

The following are suggestions from O\*Net, the United States government's occupational information network, regarding prerequisites for this job type.

Item	
Educational Achievement	High School



Item	
Job-Related Training	Less than 6 Months
Job-Related Experience	Less Than 1 Year



# **Identity Confirmation Photos**

The following photos of the candidate and any identification were uploaded during the assessment session.

Photo Analysis Results				
- Risk:	Medium risk of cheating based on image inconsistencies			
- Percent match among processed faces	100%			
- Total images processed	17			
- Total images with valid faces	14 (82%)			
- Total pairs of faces compared	13			
- Pairs in which faces matched	13 (100%)			









Pre/Post-Test Photo

ID Photo

In-Test Error Detected (No Face Detected)

In-Test Error Detected (No Face Detected)









In-Test Error Detected (No Face Detected)

In-Test Photo

In-Test Photo

In-Test Photo





In-Test Photo

Pre/Post-Test Photo



### **Report Preparation Notes**

- Hiring decisions should never be based on a single source of information. The most effective use of this assessment report is as a part of a multi-faceted program of candidate evaluation that includes resume review, interviews, and reference checks.
- Overall vs Percentiles Scores: The overall score reflects the success in the test, based on the mean (average) and standard deviation of the test scores. The percentile score reflects the percentage of test-takers who scored equal or below this overall score. We recommend you use the Overall Score as your primary evaluation criteria. However, percentile scores can often be useful in comparing specific candidates against one another and with a group, such as for test takers in a certain organization or within a certain account.
- Note that comparison information is calculated based on completed instances of this assessment at that time the assessment is scored. As additional instances are completed, the comparative data may change. You can always update a report to the current values by clicking on "Recalculate Percentiles" within the online results viewing pages at www.hravatar.com.
- Most competency scores are norm-based, which means that they can be interpreted in terms of their distance from the average or mean score. For all scales, a score equal to the mean receives a score of 65 and scores above and below this value are set so that a score change of 15 equals one standard deviation.
- For linear competencies, higher is better across the entire scale. For these scales a score between 65 and 80 (light green) represents 0 to 1 standard deviation above the mean and a score above 80 (dark green) represents more than one standard deviation above the mean. Similarly, a score of 50 65 (yellow) represents 0 to 1 standard deviation below the mean, while a score of 35 50 (orange) equates to 1 to 2 standard deviations below the mean, and a score below 35 represents more than 2 standard deviations below the mean.
- For non-linear competencies, scores in the middle are more desirable. For these scales a score between 50 and 80 (dark green) represents scores that are within 1 standard deviation of the mean, scores between 80 and 95 and scores between 35 and 50 (yellow) represent scores that are 1 to 2 standard deviations above or below the mean, and scores above 95 or below 35 (red) represent scores that are more than 2 standard deviations above or below the mean.
- This assessment makes use of data from the Occupational Information Network (O\*NET), which is funded by the U.S. Federal Government U.S. Department of Labor/Employment and Training Administration (USDOL/ETA) as a primary source of occupational information. The O\*NET database contains information on hundreds of standardized and occupation-specific descriptors that are continually updated by ongoing research. These data are used in preparing descriptive information as well as setting relative weights between competencies used in calculating the overall score. For additional information about O\*NET, visit http://www.onetcenter.org.
- O\*Net Standard Occupational Code (SOC) Used: 43-4051.00
- O\*Net Version: 25.1
- Sim ID: 6211-5, Key: 0-0, Rpt: 70, Prd: 2274, Created: 2021-10-18 23:24 UTC
- UA: Mozilla/5.0 (Windows NT 6.3; Trident/7.0; Touch; rv:11.0) like Gecko



### **Score Calculation Detail**

The following table provides a summary of how the overall score was calculated from the individual competency scores. Competency scores are calculated on a 0-100 scale by first calculating a Z statistic based on test-taker responses and then transforming the Z value to a scale with target mean and standard deviation. Certain competencies have a normal score distribution where it is best to be closest to the mean. For these competencies we modify the Z statistic by multiplying its absolute value by minus 1 for the overall score calculation. Next, to calculate the overall score, a weighted average of all modified competency Z statistics is computed and this weighted average is itself transformed to a Z statistic, which is then transformed to a score with the same target mean and standard deviation. Finally outlier scores are adjusted if they are below 0 or above 100.

Competency	Score	How applied to overall	Score Value Used	Weight (%)
Adaptability	79.2536	Z-Statistic	0.9502	3.6191
Analytical Thinking and Attention to Detail	90.3659	Z-Statistic	1.6911	29.4482
Customer Service Fundamentals	76.0011	Z-Statistic	0.7334	5.3542
Drive	96.4555	Z-Statistic	2.0970	3.8182
Empathy and Emotional Self-Control	83.1660	Z-Statistic	1.2111	5.3542
History Survey - Performance	91.9432	Z-Statistic	1.7962	5.3542
History Survey - Tenure	82.8454	Z-Statistic	1.1897	5.3542
Integrity	10.0000	Z-Statistic	-3.6667	4.1227
Teamwork	91.3785	Z-Statistic	1.7586	4.1110
Audio/Video Interview Questions	77.2493	Z-Statistic	0.8166	33.4638
Weighted Average of Competency Z-Scores:				1.0708
Mean applied to Raw Weighted Avg:				0.0000
Standard Deviation applied to Raw Weighted Avg:				1.0000
Normalized Raw Score:				1.0708
Mean:				65.0000
Standard Deviation Used:				15.0000
Final Overall Score:				81.0624



### **Notes**

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