

Candidate: **Betty Penske**
Assessment: Account Manager
Completed: March 13, 2024
Prepared for: Susan Bookman
HR Avatar Data Collection Account

Test Results and Interview Guide

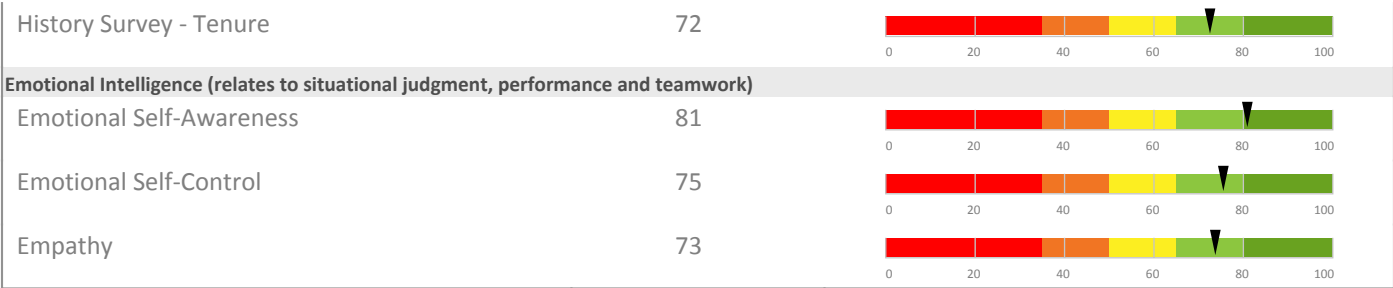
The Account Manager assessment measures key factors related to high performance and tenure in this job. Attribute types measured vary by test, but can include cognitive ability, skills, knowledge, personality characteristics, emotional intelligence, and past behavioral history. This report includes a 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

Candidate	Score	Interpretation
Betty Penske bettypenske@yourcompany.org Account Manager March 13, 2024 Summary: High Performance Potential Potential Risk Areas <ul style="list-style-type: none">Low corporate citizenship score could indicate potential for questionable behavior.	84	 Key <ul style="list-style-type: none">▼ Candidate ScoreHigher RiskLower RiskCustom Baseline (Optional)

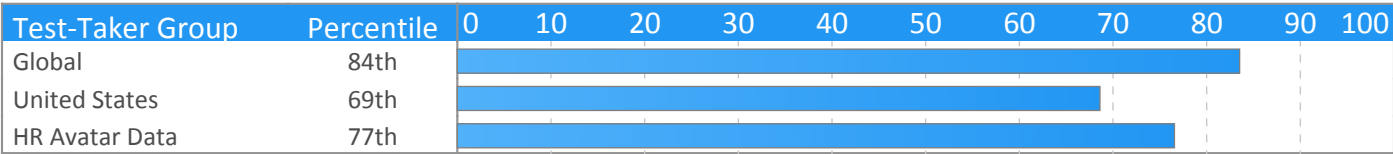
Competency Summary

Competency	Score	Interpretation
Cognitive Abilities (relates to job performance, problem-solving, ability to learn, etc.)		
Analytical Thinking	90	
Attention to Detail	64	
Multitasking	89	
Skills/Knowledge (relates to immediate readiness)		
Customer Service Fundamentals	91	
Writing	70	
Personality Characteristics (relates to fit with the job/team environment)		
Adaptable	80	
Competitive	84	
Corporate Citizenship	10	
Develops Relationships	92	
Enjoys Problem-Solving	71	
Exhibits a Positive Work Attitude	62	
Expressive and Outgoing	94	
Innovative and Creative	98	
Needs Structure	83	
Seeks Perfection	82	
Behavioral History (relates to performance and turnover)		
History Survey - Performance	97	



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.



Importance to Job ↑

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:	Account Manager
Authorized:	March 13, 2024, by Susan Bookman, HR Avatar Data Collection Account, sue.bookman@richardson.biz
Started:	March 13, 2024, 4:48:08AM EST
Completed:	March 13, 2024, 4:48:08AM EST
Overall Score:	84

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.

Detail

Analytical Thinking

Score: 90



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Detail	Interview Guide
<p>Customer Service Fundamentals</p> <p>Score: 91</p>  <p><i>Description:</i></p> <p>Evaluates the candidate's knowledge of Customer Service Fundamentals with an aim to determine the degree of training that will be required before the candidate can be expected to become productive.</p> <p><i>Interpretation:</i></p> <p>Candidate should achieve superior job performance in this area with little or no training.</p> <p>Scores indicate a solid working knowledge of Customer Service Fundamentals. Candidate is likely ready to be productive without basic training or with immediate entry into advanced training. Likely to be able to mentor others.</p>	<p>Tell me about a project or task where you had to use your knowledge of Customer Service Fundamentals.</p> <div> <div>★</div> <div>1</div> <div>Example didn't require or demonstrate knowledge.</div> </div> <div> <div>★</div> <div>2</div> <div>Knowledge was only moderately important or moderately demonstrated in example.</div> </div> <div> <div>★</div> <div>3</div> <div></div> </div> <div> <div>★</div> <div>4</div> <div></div> </div> <div> <div>★</div> <div>5</div> <div>Clearly relevant application and demonstration of knowledge.</div> </div>
<p>Writing</p> <p>Score: 70</p>  <p><i>Description:</i></p> <p>The ability to concisely and succinctly convey ideas and information via written text.</p> <p><i>Interpretation:</i></p> <p>Above-average writing skills can positively impact performance in many jobs.</p> <p>Above average. Conveys ideas in a concise and succinct format. See writing sample section of report for raw essay(s) submitted.</p> <ul style="list-style-type: none"> • Raw computed score: 80 • Computed score confidence: 75 • Approximate Word Count: 247 <p>Please see below to view the essay submitted.</p>	<p>Are you comfortable when you need to express yourself through writing? Do you feel confident you can get the right message across?</p> <div> <div>★</div> <div>1</div> <div>Not confident in own writing ability. Prefers speaking.</div> </div> <div> <div>★</div> <div>2</div> <div>Somewhat confident in own writing ability. Writes frequently.</div> </div> <div> <div>★</div> <div>3</div> <div></div> </div> <div> <div>★</div> <div>4</div> <div></div> </div> <div> <div>★</div> <div>5</div> <div>Very confident in ability to write. Has received compliments on clarity of written correspondences.</div> </div>

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.

Continued on next page.

Detail	Interview Guide
<p>Corporate Citizenship</p> <p>Score: 10</p>  <p><i>Description:</i></p> <p>This scale indicates the degree to which an individual's behavior embraces the spirit of an organization's mission, objectives, and strategy. High scorers project an attitude characterized by cooperation, trust, and openness. Low scorers often question the motives behind decisions. They may withhold information, display hostility, be defensive, or do just enough to get by.</p> <p><i>Interpretation:</i></p> <p>The candidate's score in this area indicates risk of a negative impact on performance for some jobs. Additional probing is strongly recommended.</p> <p>Distrusts the organization and management. Frequently assumes new ideas or changes will have a negative individual impact. Can be defensive regarding his or her own work, or show hostility towards management or company policies.</p>	<p>How do you feel about being part of an organization? Do you think most organizations have their employees' best interests at heart or do you have to always watch out for yourself?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <div> <div>Distrusts organizational motives. Feels the need to look out for self.</div> <div>Supports organization but is wary of being taken advantage of.</div> <div>Embraces organizational membership. Believes in organizational mission.</div> </div>
<p>Develops Relationships</p> <p>Score: 92</p>  <p><i>Description:</i></p> <p>This scale indicates a person's desire to cultivate relationships. High scorers seek opportunities to meet new people and get to know them well enough to form a lasting relationship. Low scorers tend to minimize interacting with people they don't know.</p> <p><i>Interpretation:</i></p> <p>The candidate's score in this area should contribute to enhanced overall job performance.</p> <p>Actively cultivates and maintains relationships. Able to quickly establish rapport with new acquaintances and accurately sense others' feelings. Maintains a broad social network and uses it to achieve work objectives.</p>	<p>Describe your ideal job. Would it include working closely with others or would you prefer working mostly by yourself?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <div> <div>Prefers to work alone.</div> <div>Cultivates relationships when opportunity arises or is necessary.</div> <div>Enjoys cultivating relationships. Finds teamwork constructive.</div> </div> <hr/> <p>Can you describe a time when you had to choose between getting the job done or preserving a relationship with a friend or co-worker?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <div> <div>Places relationship above the work objectives in all or most cases.</div> <div>Sometimes struggles between work and relationships, but usually balances well.</div> <div>Focuses on getting the job done but makes an effort not to hurt relationships.</div> </div>

Detail	Interview Guide
<p>Enjoys Problem-Solving</p> <p>Score: 71</p>  <p><i>Description:</i></p> <p>This scales represents a person's willingness to deal with complicated problems on a frequent or recurring basis. People with high scores prefer jobs that require mental challenge. Individuals with low scores may be intimidated when faced with complex or even simple issues on a regular basis. When jobs are routine or repetitive, people with low scores are usually a better fit.</p> <p><i>Interpretation:</i></p> <p>The candidate's score in this area should contribute to enhanced overall job performance.</p> <p>Usually willing to analyze and formulate solutions to complex problems. Fairly confident in own ability to develop effective solutions. Sees frequent problem-solving as a core part of his or her job description, though may require prompting to take on a particularly difficult issue.</p>	<p>Describe some of the biggest on-the-job problems you have faced. How did you overcome them? How did you know they were solved?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Problems poorly described and actions taken unclear.</p> <p>Moderately complex problems. Simple or obvious actions taken.</p> <p>Described one or more complex problems. Actions taken are clear and relevant.</p>
<p>Exhibits a Positive Work Attitude</p> <p>Score: 62</p>  <p><i>Description:</i></p> <p>For some people, work is a second-place activity. That is, given a decision to take either personal time or go to work, low scorers will choose time off. Low job priority could indicate a 9 to 5 mentality.</p> <p><i>Interpretation:</i></p> <p>The candidate's score in this area indicates neither a positive nor a negative impact on performance.</p> <p>Dedicates a medium level of effort to his or her work but is willing to allocate extra effort when asked and rewarded for doing so. Typically neutral regarding job satisfaction and/or enjoyment. Usually trusts management, but can become skeptical when prompted by unexpected circumstances.</p>	<p>How do you feel having a regular job and going to work? Is it something you enjoy? Why or why not?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Views work as a means of income only. Does not enjoy. Does not care about professional reputation.</p> <p>Likes work but doesn't truly enjoy it. Balances priority and energy with other obligations.</p> <p>Considers work a key priority in life. Enjoys working and always applies best energy. Takes pride in work reputation.</p>

Detail

Expressive and Outgoing

Score: 94

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[illegible]

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.



Continued on next page.

Detail	Interview Guide
<div>History Survey - Performance</div> <div>Score: 97</div> <div>A horizontal bar chart with a scale from 0 to 100. The bar is divided into segments of red, orange, yellow, and green. The green segment, representing the score of 97, extends almost to the 100 mark.</div> <div>Description: Evaluates elements of the candidate's past work and education history to identify indications of high or low performance potential.</div> <div>Interpretation: The candidate's score indicates past behaviors that contribute to high job performance. Exhibits past behaviors and achievements that are likely to enhance job performance. The following potential performance risk areas were identified:<ul style="list-style-type: none">• Below average productivity history• Below average performance reviewsFurther probing is recommended for each of these items.</div>	<div>How does your work compare with your peers? Do you produce more or less? How do you know?</div> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div></div> <div></div> <div>What kind of feedback have you received about your performance from your managers and your peers?</div> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div></div>
<div>History Survey - Tenure</div> <div>Score: 72</div> <div>A horizontal bar chart with a scale from 0 to 100. The bar is divided into segments of red, orange, yellow, and green. The green segment, representing the score of 72, extends past the 60 mark to the 72 mark.</div> <div>Description: Evaluates a candidate's past employment history and related factors for indications of potentially low job tenure.</div> <div>Interpretation: The candidate's score indicates past behaviors that contribute to above average job performance. Exhibits behaviors likely to result in slightly longer than average job tenure. The following potential performance risk areas were identified:<ul style="list-style-type: none">• Frequent job changes• Potential long commuteFurther probing is recommended for each of these items.</div>	<div>Review your last few jobs with me, explaining why you left the old job and what attracted you to the new one.</div> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div></div> <div></div> <div>What is the longest distance you have had to commute to work? What did you do during the commute? How long did you keep that job?</div> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div></div>

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.

Continued on next page.

Detail	Interview Guide
<p>Emotional Self-Awareness</p> <p>Score: 81</p>  <p><i>Description:</i></p> <p>The ability to pay attention to, monitor, and understand how and why one reacts a particular way in different situations, and to know how to conduct oneself appropriately and effectively in social situations.</p> <p><i>Interpretation:</i></p> <p>The candidate's score in this area should contribute to enhanced overall job performance.</p> <p>Demonstrates exceptional strengths in maintaining awareness of his or her emotional reactions and behaviors and the potential impact of those behaviors on others, and an extremely high level of knowledge of what behaviors are appropriate for different situations. Likely to be very effective at identifying how his or her feelings may affect his or her behaviors and ensuring those behaviors stay focused and conform to social norms, enabling extremely appropriate, measured interactions with customers and coworkers.</p>	<p>How aware are you of your own emotions? Can you describe a time when your awareness helped you make a better decision?</p> <div> <div>★</div> <div>1</div> <p>Not in tune with own emotions. Unable to improve decisions through awareness.</p> </div> <div> <div>★</div> <div>2</div> <p>Some ability to sense own emotions and control decision-making.</p> </div> <div> <div>★</div> <div>3</div> <p>Very in tune with own emotions. Able to improve decisions through awareness.</p> </div> <div> <div>★</div> <div>4</div> </div> <div> <div>★</div> <div>5</div> </div>
<p>Emotional Self-Control</p> <p>Score: 75</p>  <p><i>Description:</i></p> <p>The ability to manage the desire to satisfy urges or impulses, showing restraint and managing behaviors to ensure appropriate and effective interactions with others.</p> <p><i>Interpretation:</i></p> <p>The candidate's score in this area should contribute to enhanced overall job performance.</p> <p>Demonstrates strengths in self control and impulse control, enabling the ability to employ a balanced approach to managing risk, maintain composure during stressful times, and calmly relate to others at work. Likely to be effective at prioritizing and staying focused on long-term goals, and to interact with others in a way that helps build lasting relationships.</p>	<p>Are you able to control your own actions when you become emotional? Can you give me an example of how using self-control helped at work or school?</p> <div> <div>★</div> <div>1</div> <p>Unable to control self when emotions kick in.</p> </div> <div> <div>★</div> <div>2</div> <p>Some ability to resist impulses caused by emotions and apply to work situations.</p> </div> <div> <div>★</div> <div>3</div> <p>Able to detect own emotions and control reactions in work or business situations.</p> </div> <div> <div>★</div> <div>4</div> </div> <div> <div>★</div> <div>5</div> </div>

Detail

Empathy

Score: 73

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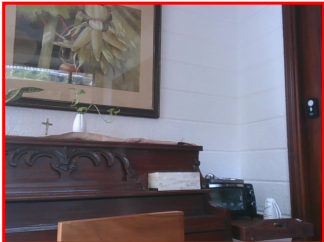



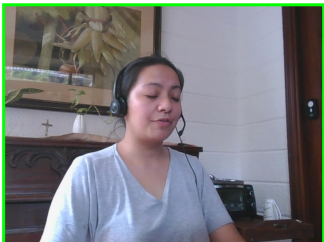
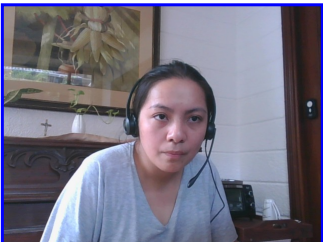
Writing Sample(s)

During the assessment, the candidate was asked to write one or more passages. The text they wrote is included in the table below for review.

Writing Sample - Question	Response
Please write an essay describing the HR Avatar essay feature.	<p>This is a sample essay. In a real test situation, the candidate or test taker would write an essay as a part of their assessment, in response to the question associated with this entry. All reports will share their writing as received. In some cases, our artificial intelligence engine will process their response to create a numerical score. Our system also checks for plagiarism, both among previously submitted essays, and the broader Internet. Additionally, spelling, grammar, and style checks are performed.</p> <p>Essay typically are from 150 to 600 words. They can be written in response to an explicit question, or they can be free-form responses to general questions.</p>

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		

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

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.
- 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: 26.3
- Sim ID: 534-25, Key: 0-0, Rpt: 13, Prd: 316, Created: 2024-03-13 09:48 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 (%)
Adaptable	80.9622	Z-Statistic	1.0641	2.6803
Analytical Thinking	90.2108	Z-Statistic	1.6807	8.0183
Attention to Detail	64.5459	Z-Statistic	-0.0303	9.7490
Competitive	84.7564	Z-Statistic	1.3171	2.2849
Corporate Citizenship	10.0000	Z-Statistic	-3.6667	2.8409
Customer Service Fundamentals	91.2619	Z-Statistic	1.7508	15.9473
Develops Relationships	92.4384	Z-Statistic	1.8292	2.0970
Emotional Self-Awareness	81.0183	Z-Statistic	1.0679	2.5624
Emotional Self-Control	75.6936	Z-Statistic	0.7129	2.5624
Empathy	73.8344	Z-Statistic	0.5890	2.0634
Enjoys Problem-Solving	71.1513	Z-Statistic	0.4101	2.0756
Exhibits a Positive Work Attitude	62.8956	Z-Statistic	-0.1403	2.8155
Expressive and Outgoing	94.3325	Z-Statistic	1.9555	1.9623
History Survey - Performance	97.4681	Z-Statistic	2.1645	7.9736
History Survey - Tenure	72.7281	Z-Statistic	0.5152	7.9736
Innovative and Creative	98.1297	Z-Statistic	2.2086	1.6047
Multitasking	89.0378	Z-Statistic	1.6025	6.7485
Needs Structure	83.1151	Z-Statistic	1.2077	2.7908
Seeks Perfection	82.3770	Z-Statistic	1.1585	2.7908
Writing	70.5396	Z-Statistic	0.3693	12.4588
Weighted Average of Competency Z-Scores:				0.9738
Mean applied to Raw Weighted Avg:				0.1539
Standard Deviation applied to Raw Weighted Avg:				0.6404
Normalized Raw Score:				1.2805
Mean:				65.0000
Standard Deviation Used:				15.0000
Final Overall Score:				84.2072

Notes

(This area is intentionally blank - it's reserved as space for your notes.)