


Candidate: **Betty Penske**
Assessment: First-Line Supervisor - Non-Retail Sales (Short)
Completed: July 27, 2024
Prepared for: Susan Bookman
HR Avatar Data Collection Account














Test Results and Interview Guide

The First-Line Supervisor - Non-Retail Sales (Short) 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
<div>Betty Penske bettypenske@yourcompany.org First-Line Supervisor - Non-Retail Sales (Short) July 27, 2024 Summary: Moderate to High Performance Potential Potential Risk Areas<ul style="list-style-type: none">Low Integrity score could indicate potential issues with reliability.</div>	78	<div> <div>Key<ul style="list-style-type: none">▼ Candidate ScoreHigher RiskLower RiskCustom Baseline (Optional)</div></div>

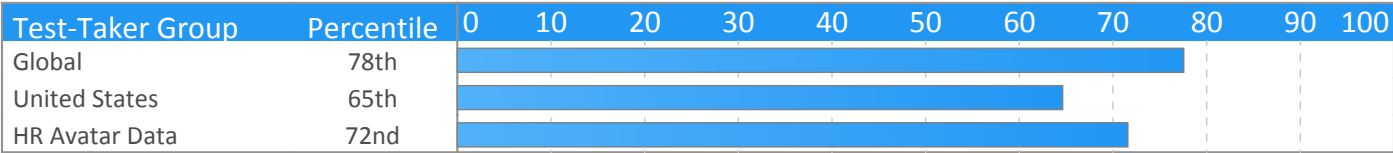
Competency Summary

Competency	Score	Interpretation
Cognitive Abilities (relates to job performance, problem-solving, ability to learn, etc.)		
Analytical Thinking and Attention to Detail	78	
Skills/Knowledge (relates to immediate readiness)		
First-Line Supervisory Fundamentals	97	
Writing	73	
Personality Characteristics (relates to fit with the job/team environment)		
Adaptability	80	
Drive	66	
Integrity	10	
Maintaining Awareness of Team Member Needs	63	
Managing Resources & Balancing Priorities	63	
Resilience	94	
Teamwork	64	
Behavioral History (relates to performance and turnover)		
History Survey - Performance	96	
History Survey - Tenure	88	
Emotional Intelligence (relates to situational judgment, performance and teamwork)		
Empathy and Emotional Self-Control	81	

Importance to Job

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.



Detail

Candidate:	Betty Penske, bettypenske@yourcompany.org
Assessment:	First-Line Supervisor - Non-Retail Sales (Short)
Authorized:	July 27, 2024, by Susan Bookman, HR Avatar Data Collection Account, sue.bookman@richardson.biz
Started:	July 27, 2024, 1:08:21AM EST
Completed:	July 27, 2024, 1:08:21AM EST
Overall Score:	78

Cognitive Abilities Detail

This section contains a list of job-related cognitive abilities that have been evaluated in a job-like context using 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 and Attention to Detail

Score: 78

0

20

40

60



80



100

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.

Continued on next page.

Detail	Interview Guide
<p>Adaptability Score: 80</p>  <p><i>Description:</i> This scale reflects how accepting a person is of frequent or substantial changes in his or her job requirements. Changing work requirements usually cause stress and put pressure on an individual to adapt. High scorers usually thrive under changing work conditions, while low scorers may burn out or become paralyzed. In more stable job circumstances, high scorers may become bored, while low scorers would remain satisfied.</p> <p><i>Interpretation:</i> The candidate's score in this area should contribute to enhanced overall job performance.</p> <p>Thrives on change. Sees self as very flexible and easy-going. However, he or she may often be perceived as disinterested, unmotivated, or too easy-going in times of upheaval.</p>	<p>Describe a time where you had to adapt to some significant changes at work. How did you feel? How did you handle the change?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Feelings: Strong Dislike or Very Resistant. Weren't able to handle the change or needed significant help.</p> <p>Feelings: Unfazed or Slightly Resistant. Handled the situation & change only impacted their work in a minor way.</p> <p>Feelings: Excited or Comfortable. Handled the situation well and in a way that didn't interfere with their work.</p> <hr/> <p>What are some of the techniques you use to keep yourself from getting burnt out when faced with ever-changing conditions?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Candidate doesn't have an effective technique to keep them from getting burnt out.</p> <p>Candidate is only able to explain one effective technique to keep them from getting burnt out.</p> <p>Candidate explains multiple effective techniques allowing themselves to not get burnt out.</p>
<p>Drive Score: 66</p>  <p><i>Description:</i> This scale reflects the degree to which an individual will work hard to achieve goals and solve critical problems in the organization. High scores on this scale indicate a person will be diligent in their work and use all necessary sources to solve problems. Low scores on this scale indicate a person may be unenthusiastic about work and may struggle with complex tasks and challenges.</p> <p><i>Interpretation:</i> The candidate's score in this area should contribute to enhanced overall job performance.</p> <p>Motivated by challenging goals and tasks, financial reward, and/or recognition, and willing to work hard to succeed. Focused on understanding and following guidelines, personal achievement, and meeting or exceeding quality and production standards.</p>	<p>Describe a time when you had some extra time available at work. How did you use this extra time?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Did not use their time in a beneficial way, or in a way that added value to the organization.</p> <p>Used their time in a work related way, but those efforts didn't demonstrate hard work or added value (easy).</p> <p>Used time in a beneficial way and added value to the organization. Showed ability to work hard and willingness to put in extra effort.</p> <hr/> <p>How do you react when you are faced with obstacles while trying to achieve a goal? How do you overcome them?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Reaction: Overwhelmed. Struggles to come up with a clear way to overcome the obstacle and doesn't demonstrate hard work.</p> <p>Reaction: Ready but not excited. Candidate shows they are able to overcome the obstacle but only by doing the bare minimum.</p> <p>Reaction: Excited and ready. Candidate shows they are able to overcome the obstacle by putting in extra effort and being diligent.</p>

Detail	Interview Guide
<p>Integrity Score: 10</p>  <p><i>Description:</i> This scale reflects the degree to which an individual acts positively towards the organization, avoids unnecessary risk, and, simply put, does the right thing. High scores on this scale indicate a person will act in the organization's best interest, follow the rules, and work hard under limited supervision. Low scores on this scale indicate a person may engage in risk-taking behaviors, work to undermine the organization, and only do the bare minimum.</p> <p><i>Interpretation:</i> 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. May take unnecessary risks on the job.</p>	<p>What circumstance(s) might cause you to withhold information from your supervisor? How would you judge whether doing so would be justified?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Shows that they are not concerned about ethics or organizational values/rules.</p> <p>Explains only situational circumstances. Judgement does not stem from an ethical standpoint.</p> <p>Explains only situational circumstances, or no circumstances. Judgement stems from ethical standards.</p> <hr/> <p>Do you think it's ever okay to withhold information from your supervisor? How would you judge whether doing so is okay or not?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>Answer shows that they are not concerned about ethics or organizational values/rules.</p> <p>Explains only situational circumstances. Judgement does not stem from an ethical standpoint.</p> <p>Explains only situational circumstances, or no circumstances. Judgement stems from ethical standards.</p>
<p>Maintaining Awareness of Team Member Needs Score: 63</p>  <p><i>Description:</i> This scale reflects the degree to which an individual senses the needs of team members and sees things from their point of view. High scores on this scale indicate that the individual will likely be very effective at demonstrating to team members that they understand and care about them. This leads to significantly improved loyalty, much stronger work relationships, and noticeably reduced levels of conflict in the workplace.</p> <p><i>Interpretation:</i> The candidate's score in this area indicates neither a positive nor a negative impact on performance.</p> <p>Demonstrates moderate ability to sense the needs of team members and see things from their point of view. Likely to generally be effective at demonstrating to team members that they understand and care about them, maintaining current levels of loyalty, work relationships, and conflict in the workplace.</p>	<p>How do you sense how multiple team members are feeling? How do you use this information when interacting with the team?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>They are not able to sense multiple members' feelings.</p> <p>They are able to sense multiple members' feelings. However, they don't use this to show understanding and care.</p> <p>They are able to sense multiple members' feelings. They use this to show understanding and care.</p> <hr/> <p>Tell me about a time when you had difficulties understanding the needs of a team you were working with. Why do you think it was difficult?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>They place blame on their team and/or don't show they have learned from the incident.</p> <p>They recognize that they weren't able to see their team's point of view at first. They now have ways to learn from it.</p> <p>They have learned from the incident and can clearly express possible reasons.</p>

Detail	Interview Guide
<div><div><div>Managing Resources & Balancing Priorities</div><div>Score: 63</div><div><div></div><div>020406080100</div></div></div><div><div>Description:</div><div>Evaluates a candidate's ability to not only manage resources provided but to balance priorities within a team. High scores on this scale indicate that the individual will likely fulfill goals in a timely manner, have the ability to say "no" when it is appropriate, and be able to determine which demands are important. Low scores on this scale indicate that the individual will likely feel overwhelmed, over-commit, and not give priority to demands that need the most attention.</div><div>Interpretation:</div><div>The candidate's score in this area indicates neither a positive nor a negative impact on performance.</div><div>Average scores in the scale indicate that the candidate is likely to have the ability to fulfill goals in a somewhat timely manor and potentially say "no" when it is appropriate. To ensure satisfactory results, the candidate may need additional supervision in giving priority to demands that need the most attention so that they do not feel overwhelmed or over-commit.</div></div></div>	<div><div>Describe a situation where you successfully demonstrated your ability to say no. Why was that important?</div><div><div><div>★</div><div>1</div><div>Is unable to clearly describe a time when they had to say no. Or they don't see the importance in saying no.</div></div><div><div>★</div><div>2</div><div>Describes a clear time when they had to say no, but it is unclear on why it was important.</div></div><div><div>★</div><div>3</div><div>Describes a clear time when saying no was important because it prioritized demands that were more important.</div></div><div><div>★</div><div>4</div><div></div></div><div><div>★</div><div>5</div><div></div></div></div><div><div>How do you handle an overwhelming situation due to over-committing yourself or your team?</div><div><div><div>★</div><div>1</div><div>Explains they do not work well with competitive people and it leaves them unmotivated.</div></div><div><div>★</div><div>2</div><div>Demonstrates the ability to admit to and quickly fix their error but didn't put preventative systems in place.</div></div><div><div>★</div><div>3</div><div>Demonstrates the ability to admit to their error, put preventative systems in place, and quickly fix the error.</div></div><div><div>★</div><div>4</div><div></div></div><div><div>★</div><div>5</div><div></div></div></div></div></div>

Detail

Resilience

Score: 94



Description:

This scale reflects the degree to which an individual can withstand adversity, bounce back from difficult events, and be persistent in doing work tasks despite difficulties that come their way. High scores on this scale indicate a person will likely be able to deal with difficult situations with ease, perceive they have control over events in their life, and continue to push forward to achieve goals. Low scores on this scale indicate a person may claim that mistakes/failures were out of their control. Low scorers tend to not cope well with on-the-job stress and don't put in the extra effort to achieve success when obstacles come their way.

Please note that resilience is not a fixed trait. Unlike many other personality characteristics, resilience can be developed over time. Additionally, multiple factors can influence how resilient a person is within a specific situation. In recognition of these features, additional probing using suggested interview questions is strongly recommended.

Interpretation:

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

Responses indicate that the candidate can effectively work through difficulties at work by exhibiting positive emotions, having control over the events, being proactive, remaining hopeful, and learning from the experience. Candidate can always be expected to push forward to achieve their goals, even when obstacles come their way.

Interview Guide

Describe a time when something at work/school didn't go as planned. How did you feel? How did it impact your work moving forward?



1

Feelings had a negative outlook. Event impacted their work in a negative way, they weren't able to learn from it or persevere.



2

Feelings are true to the situation. Event impacted their work in a negative way but were able to learn from it and persevere.



3



4

Feelings are true to the situation but with a positive outlook. The event impacted their work in a positive way or didn't impact their work at all.



5

How do you normally react to bad news?



1

They get upset and don't know how to work through the challenges.



2

They get upset, however they see the positive outlook and have a plan to fix the challenges.



3




4

They are able to see the positive outlook in the long run and it doesn't impact their work.




5

Detail	Interview Guide
<p>Teamwork Score: 64</p>  <p><i>Description:</i> This scale reflects the degree to which an individual works well with teams and maintains positive interpersonal relationships. High scores on this scale indicate a person will thrive in collaborative team settings and maintain high-quality relationships with coworkers. Low scores on this scale indicate a person will prefer working on individual projects and may struggle to maintain close working relationships with colleagues.</p> <p><i>Interpretation:</i> The candidate's score in this area indicates neither a positive nor a negative impact on performance.</p> <p>Occasionally cultivates relationships. Comfortable meeting new people and sensitive to how others feel. Interested in balancing relationship-building with work objectives and priorities.</p>	<p>Describe a time when you worked in a team. What was your role? How did you delegate tasks with the other team members?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>They describe their role in a way that does not show significance. Delegation tactics were not efficient or helpful.</p> <p>They describe their role in a way that doesn't show significance. Delegation tactics were efficient and helpful.</p> <p>They describe their role in a way that shows significance. Delegation tactics were efficient and helpful.</p> <hr/> <p>Do you prefer working in teams or by yourself? Why?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <p>They choose teams or individual and feel they would be incapable of working in the opposite environment.</p> <p>They feel they would work well in either environment but are unable to back that up with rational reasons.</p> <p>Response reflects rational reasons for why they prefer teams, individual, or both. They feel they would work well in either environment.</p>

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.

Detail	Interview Guide
<p>History Survey - Performance Score: 96</p>  <p><i>Description:</i> Evaluates elements of the candidate's past work and education history to identify indications of high or low performance potential.</p> <p><i>Interpretation:</i> The candidate's score indicates past behaviors that contribute to high job performance.</p> <p>Exhibits past behaviors and achievements that are likely to enhance job performance.</p> <p>The following potential performance risk areas were identified:</p> <ul style="list-style-type: none"> Below average productivity history Below average performance reviews <p>Further probing is recommended for each of these items.</p>	<p>How does your work compare with your peers? Do you produce more or less? How do you know?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div> <hr/> <p>What kind of feedback have you received about your performance from your managers and your peers?</p> <div> <div>★ 1</div> <div>★ 2</div> <div>★ 3</div> <div>★ 4</div> <div>★ 5</div> </div>

Detail

Empathy and Emotional Self-Control

Score: 81

0

20

40

60

80

100

Writing Sample(s)

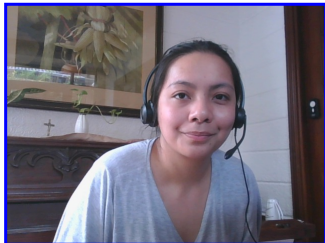
During the assessment, the candidate was asked to write one or more passages. The text they wrote is included in the table below for review.


Writing Sample - Question	Response
Please write an essay describing the keys to creative writing.	<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>

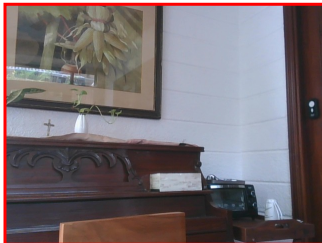
Identity Confirmation Photos

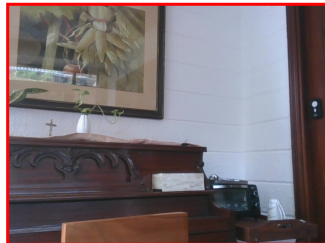
The following photos of the candidate and any identification were uploaded during the assessment session.

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%)







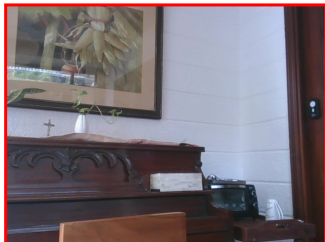



Pre/Post-Test Photo

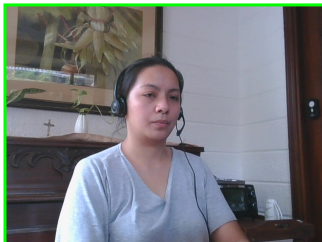
ID Photo

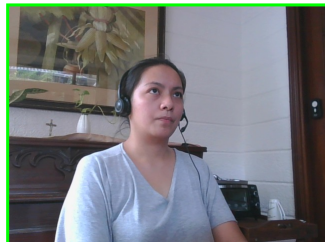
In-Test Error Detected (No Face Detected)

In-Test Error Detected (No Face Detected)







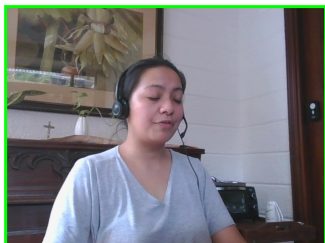


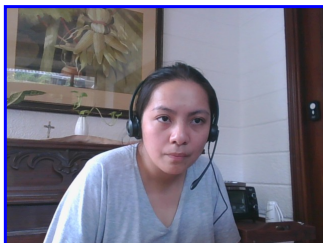
In-Test Error Detected (No Face Detected)

In-Test Photo

In-Test Photo

In-Test Photo





In-Test Photo

Pre/Post-Test Photo

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: 41-1012.00
- O*Net Version: 26.3
- Sim ID: 15268-1, Key: 0-0, Rpt: 13, Prd: 6116, Created: 2024-07-27 06:08 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	80.1848	Z-Statistic	1.0123	3.2779
Analytical Thinking and Attention to Detail	78.4043	Z-Statistic	0.8936	27.7192
Drive	66.1952	Z-Statistic	0.0797	3.8242
Empathy and Emotional Self-Control	81.1487	Z-Statistic	1.0766	7.1355
First-Line Supervisory Fundamentals	97.5258	Z-Statistic	2.1684	14.2711
History Survey - Performance	96.1965	Z-Statistic	2.0798	7.1355
History Survey - Tenure	88.0866	Z-Statistic	1.5391	7.1355
Integrity	10.0000	Z-Statistic	-3.6667	3.8911
Maintaining Awareness of Team Member Needs	63.0811	Z-Statistic	-0.1279	3.6904
Managing Resources & Balancing Priorities	63.7381	Z-Statistic	-0.0841	3.6904
Resilience	94.6618	Z-Statistic	1.9775	3.8242
Teamwork	64.4404	Z-Statistic	-0.0373	3.2556
Writing	73.5634	Z-Statistic	0.5709	11.1493
Weighted Average of Competency Z-Scores:				0.9160
Mean applied to Raw Weighted Avg:				0.0000
Standard Deviation applied to Raw Weighted Avg:				1.0000
Normalized Raw Score:				0.9160
Mean:				65.0000
Standard Deviation Used:				15.0000
Final Overall Score:				78.7398

Notes

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