

# Test Results and Interview Guide

Candidate: **Richard Wantsajob**  
Assessment: Basic Personality & Behavioral Assessment (Sales Focus, Portuguese)  
Completed: April 26, 2025  
Prepared for: Sara Maple  
Example Company

## What's Included

- Overall Score
- Competency Summary Table
- Comparison Matrix
- Detailed Competency Results with Interview Guide

**Important Note:** The Basic Personality & Behavioral Assessment (Sales Focus, Portuguese) 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
<b>Richard Wantsajob</b> rich.wantsajob@gmail.com Basic Personality & Behavioral Assessment (Sales Focus, Portuguese) April 26, 2025 Summary: Moderate to High Performance Potential	<span style="font-size: 24pt; font-weight: bold; color: green;">75</span>	

**Key**

- Higher Risk
- Lower Risk

## Competency Summary

Competency	Score	Interpretation
<b>Personality Characteristics (relates to fit with the job/team environment)</b>		
Adaptability	68	
Drive	78	
Competitive Spirit	75	
Integrity	10	
Sales Hunter Mindset	87	
Resilience	72	
Teamwork	79	
<b>Emotional Intelligence (relates to situational judgment, performance and teamwork)</b>		
Empathy and Emotional Self-Control	97	
<b>Scored Survey Questions (Custom Questions)</b>		
History Survey - Performance	93	
History Survey - Tenure	94	

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.

Test-Taker Group	Percentile	0	10	20	30	40	50	60	70	80	90	100	
Global	75th												
United States	62nd												
Example Company	69th												

## Detail

Candidate: **Richard Wantsajob**, rich.wantsajob@gmail.com  
 Assessment: Basic Personality & Behavioral Assessment (Sales Focus, Portuguese)  
 Authorized: April 26, 2025, by Sara Maple, Example Company, qamailsaram.mike@hravatar.com  
 Started: April 26, 2025, 1:35:33AM EDT  
 Completed: April 26, 2025, 1:35:33AM EDT  
 Overall Score: 75

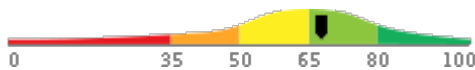
## Personality Characteristics Detail

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: 68



#### Description:

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.

#### 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.

Even in a fast-changing environment there can be periods of relative calm and stability. How do you keep from getting bored during these slower times?



1

Candidate has no effective technique to keep them from getting bored.



2

Candidate can explain one effective technique to keep them from getting bored.



3



4

Candidate explains multiple effective techniques to keep them from getting bored. Shows they enjoy stability too.



5

What are some of the techniques you use to keep yourself from getting burnt out when faced with ever-changing conditions?



1

Candidate doesn't have an effective technique to keep them from getting burnt out.



2

Candidate is only able to explain one effective technique to keep them from getting burnt out.



3



4

Candidate explains multiple effective techniques allowing themselves to not get burnt out.

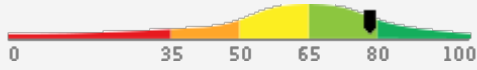


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**Detail** **Interview Guide**

**Drive**

Score: 78



*Description:*

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.

*Interpretation:*

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

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.

How do you respond when the going gets tough and it seems like you and your team are facing a nearly impossible task?



1

They are unenthusiastic. They respond by working to their expectations or less due to being overwhelmed.



2

Their feelings are neutral. They respond by working hard to achieve the goal.



3



4

They are enthusiastic. They respond by working hard to achieve the goal and by using all necessary sources.



5

Describe a time when you had some extra time available at work. How did you use this extra time?



1

Did not use their time in a beneficial way, or in a way that added value to the organization.



2

Used their time in a work related way, but those efforts didn't demonstrate hard work or added value (easy).



3



4

Used time in a beneficial way and added value to the organization. Showed ability to work hard and willingness to put in extra effort.

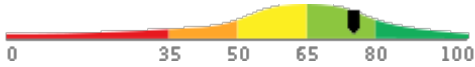


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Detail Interview Guide

**Competitive Spirit**

Score: 75



*Description:*

This scale indicates the degree to which an individual is driven by a desire to win, to achieve objectives, and to outperform their peers. Competitiveness is the tendency to evaluate one's performance in comparison to others. It is characterized by a desire to do better than others, enjoying situations that can lead to a clear winner, and thriving in an environment where people are differentiated by accomplishments.

*Interpretation:*

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

Likes to compete. Derives self-esteem from winning and will spend extra effort to succeed. Comfortable competing with peers.

When was the last time you were in a competitive situation, like a contest, at work? How did it go?



1

Explains a time they were competitive, but story does not demonstrate a desire to compete.



2

Explains a time they were competitive. Story shows an average desire to compete.



3



4

Explains a recent time they were competitive. Story demonstrates high healthy levels of competitiveness.



5

Tell me about a highly competitive situation you have experienced. How did you handle it?



1

Describes a competitive situation, they did not handle it well or with ease.



2

Describes a competitive situation, they handled it in a decent manor but did not show ease in competitive situations.



3



4

Describes a highly competitive situation, they handled it well demonstrating their drive, desire, and ease in competitive situations.



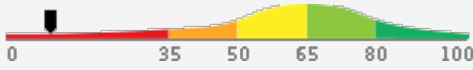
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Detail

Interview Guide

**Integrity**

Score: 10



*Description:*

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.

*Interpretation:*

The candidate's score in this area indicates risk of a negative impact on performance for some jobs. Additional probing is strongly recommended.

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.

Describe an ideal person who has high integrity. What traits does that person have that set them apart?



1

The person: (1) does the right thing even under challenging circumstances



2

The person: (1) does the right thing even under challenging circumstances, (2) is honest OR has strong principles



3



4



5

The person:(1) does the right thing even under challenging circumstances, is (2) honest, and (3) has strong principles

What circumstance(s) might cause you to withhold information from your supervisor? How would you judge whether doing so would be justified?



1

Shows that they are not concerned about ethics or organizational values/rules.



2

Explains only situational circumstances. Judgement does not stem from an ethical standpoint.



3



4

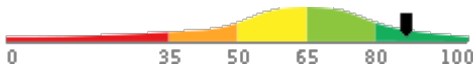


5

Explains only situational circumstances, or no circumstances. Judgement stems from ethical standards.

**Sales Hunter Mindset**

Score: 87



*Description:*

Individuals who score highly on the Sales Mindset competency are inclined to be go-getters, seeking out new customers and new opportunities and pursuing them with enthusiasm and determination. They can tolerate higher stress levels and are not easily discouraged. They also expect to be rewarded for producing results.

*Interpretation:*

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

Prefers seeking new customers to supporting existing ones. Thrives in high pressure sales situations. Expects to be rewarded for results rather than simply effort. Has high assertiveness and self-confidence.

How do you define a successful first meeting with a prospect?



1

Their definition of a successful meeting does not match with the organization's goals.



2

Describes a meeting where they have a positive interaction but no mention of gathering information to move the sale forward.



3



4



5

Describes a meeting where they have a positive interaction with the prospect and gathers information to move the sale forward.

How do you stay current on your target market?



1

Is unable to clearly explain a strategy for tackling the current target market.



2

Has a decent idea of how to tackle the current target market.



3



4



5

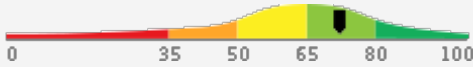
Explains a well thought out strategy to tackle the current target market.

Detail

Interview Guide

**Resilience**

Score: 72



*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 and the ability to take control of events. Candidate can likely push forward to achieve their goals, even when obstacles come their way.

Tell me about a time you tried to reach an aggressive goal that you failed to achieve. What was the reason you missed the goal?



1

Their answer revolves around outside forces (boss, economy, coworkers, etc.) They do not take responsibility.



2

Their answer is a mix of what they could have done better and how others could have helped impact their goal.



3



4

Their answer revolves around them and what they could have done better to set themselves up and achieve the goal.



5

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

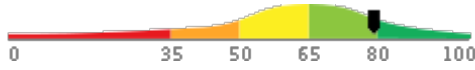
Feelings are true to the situation but with a positive outlook. The event impacted their work in a positive way or didn't impact their work at all.



5

**Detail**
**Interview Guide**
**Teamwork**

Score: 79


**Description:**

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.

**Interpretation:**

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

Actively cultivates relationships. Comfortable meeting new people and sensitive to how others feel. Works with colleagues and seeks input to develop friendships and meet goals.

Do you prefer working in teams or by yourself? Why?



1

They choose teams or individual and feel they would be incapable of working in the opposite environment.



2

They feel they would work well in either environment but are unable to back that up with rational reasons.



3



4

Response reflects rational reasons for why they prefer teams, individual, or both. They feel they would work well in either environment.



5

Describe a time when you were faced with a conflict while working on a team. How did you handle it?



1

They are unable to appropriately handle conflicting circumstances while working on a team.



2

They are able to handle conflicting circumstances by being a team player, showing empathy, OR problem solving as a group.



3



4

They are able to handle conflicting circumstances by being a team player, showing empathy, AND problem solving as a group.



5



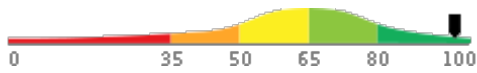
## Emotional Intelligence Detail

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** Interview Guide

### Empathy and Emotional Self-Control

Score: 97



*Description:*

This scale reflects both the ability to sense and understand other people's feelings, feel sympathy for others, and see things from other people's point of view, and the ability to manage the desire to satisfy urges or impulses, showing restraint and managing behaviors to ensure appropriate and effective interactions with others.

*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.

How well can you sense how others around you are feeling? How do you use this information when interacting with them?

- ★  
1
- ★  
2
- ★  
3
- ★  
4
- ★  
5

Demonstrates that they are unable to sense how others around them are feeling.

Provides examples on how they are able to sense other's feelings. They don't use this to show understanding and care.

Provides examples on how they are able to sense others' feelings. They use this to show they understand and care about them.

How important is it to sense what others you are working with are feeling? How do you adapt when you can tell a coworker is upset or excited?

- ★  
1
- ★  
2
- ★  
3
- ★  
4
- ★  
5

Not important to them. Unable to adapt.

Important to them. Adapt by regulating their emotions to be either professional, caring, OR understanding.

Very important to them. Adapt by regulating their emotions to be professional, caring, AND understanding.

## Scored Survey Detail

This section provides additional detail on the candidate's scored survey responses. Potential caution areas (if any) are specified in each detail section.

**Detail** Interview Guide

### History Survey - Performance

Score: 93

*Description:*

Evaluates elements of the candidate's past work and education history to identify indications of high or low performance potential.

Describe how your past performance makes you a good candidate for this job.

- ★  
1
- ★  
2
- ★  
3
- ★  
4
- ★  
5

No examples or rationale given.

Weak connection between past and future.

Clear connection between past and future.

Detail

Interview Guide

**History Survey - Tenure**

Score: 94

*Description:*

Evaluates a candidate's past employment history and related factors for indications of potentially low job tenure.

What are some of the reasons you have left previous jobs?



1

Many different reasons. Blames employer.



2

Circumstances for leaving generally credible or somewhat outside control.



3



4

Reasonable rationale or circumstances clearly outside control.



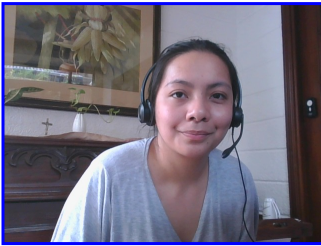
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## Identity Confirmation Photos

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

### Photo Analysis Results

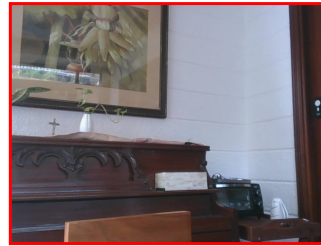
<b>- Risk:</b>	<b>Medium risk of cheating based on image inconsistencies</b>
- Percent match among processed faces	100%
- Total images processed	17
- Total images with valid faces	14 (82%)
- Total pairs of faces compared	13
- Pairs in which faces matched	13 (100%)



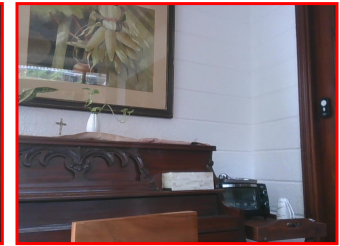
Pre/Post-Test Photo



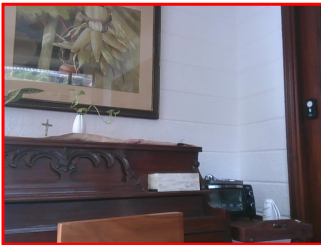
ID Photo



In-Test Error Detected (No Face Detected)



In-Test Error Detected (No Face Detected)



In-Test Error Detected (No Face Detected)



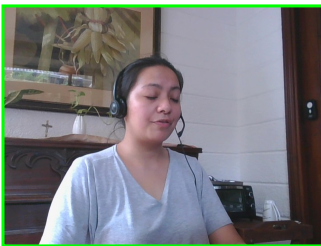
In-Test Photo



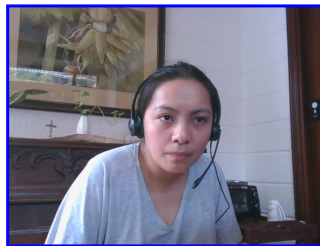
In-Test Photo



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](http://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.
- Sim ID: 16017-1, Key: 0-0, Rpt: 68, Prd: 6943, Created: 2025-04-26 05:35 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	68.1180	Z-Statistic	0.2079	10.0000
Drive	78.7409	Z-Statistic	0.9161	10.0000
Empathy and Emotional Self-Control	97.3272	Z-Statistic	2.1551	10.0000
Competitive Spirit	75.7017	Z-Statistic	0.7134	10.0000
Integrity	10.0000	Z-Statistic	-3.6667	10.0000
History Survey - Performance	93.8877	Z-Statistic	1.9258	10.0000
History Survey - Tenure	94.1571	Z-Statistic	1.9438	10.0000
Sales Hunter Mindset	87.1082	Z-Statistic	1.4739	10.0000
Resilience	72.5582	Z-Statistic	0.5039	10.0000
Teamwork	79.7357	Z-Statistic	0.9824	10.0000
Weighted Average of Competency Z-Scores:				0.7156
Mean applied to Raw Weighted Avg:				0.0000
Standard Deviation applied to Raw Weighted Avg:				1.0000
Normalized Raw Score:				0.7156
Mean:				65.0000
Standard Deviation Used:				15.0000
Final Overall Score:				75.7335

## Notes

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