

# PXT Select™

## Sales: Coaching Report

### Oliver Chase

CONFIDENTIAL

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This report is provided by:

INSIGHTS

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# INTRODUCTION

This report is intended to give you a deeper understanding of **Oliver Chase's** Thinking Style, Behavioral Traits, and Interests in relation to the position of **\*\* Sample Sales Position for PXT Select \*\***. Along with some insight into his motivations and challenge areas, it will provide you with useful tips to aid in his training and development.

## What's in this report?

### RESULTS SUMMARY

Assessment results are compared to the Performance Model, which shows the range of scores typical for success in the position

### DEFINITIONS

Thinking Style and Behavioral Traits will be defined on the pages following the results summary

### PERSONALIZED FEEDBACK

You will receive feedback personalized for the individual based on the results and how they should be interpreted

## What does the assessment measure?

### THINKING STYLE

- Thinking Style is the ability to process information.
- It includes problem-solving, communication, interaction, and learning skills.
- Results are illustrated on scales ranging from 1 to 10.
- A higher score is not necessarily the best indicator of on-the-job performance.

### BEHAVIORAL TRAITS

- Behavioral Traits are commonly observed actions that help define who someone is.
- Each scale is defined by two opposing, but equally valuable, end points.
- One side of the continuum is not better than the other.

### INTERESTS

- The Interests section may predict motivation and potential satisfaction with various jobs.
- These are ranked in order from the highest- to lowest-scoring interest.

## Distortion was not detected in this report. What does that mean?

Some candidates may answer in a way that is socially desirable or to make themselves look better, rather than respond candidly and risk disapproval. Based on his assessment results, it appears that **Oliver answered candidly**.

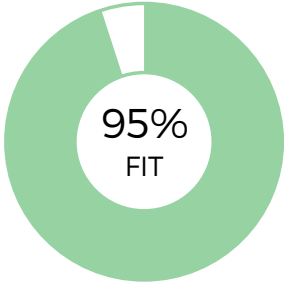
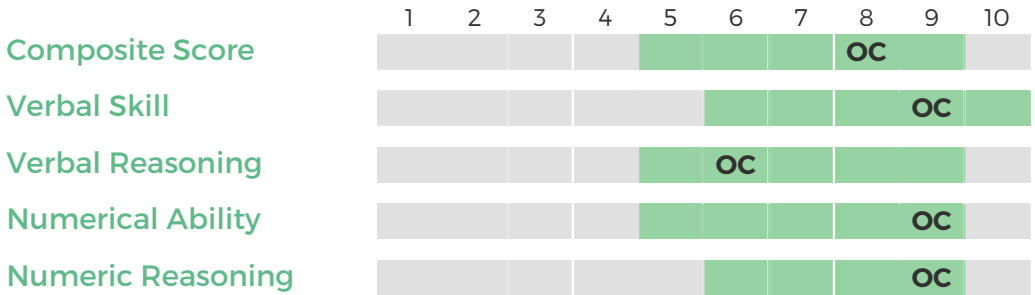
# \*\* SAMPLE SALES POSITION FOR PXT SELECT \*\*

Oliver Chase

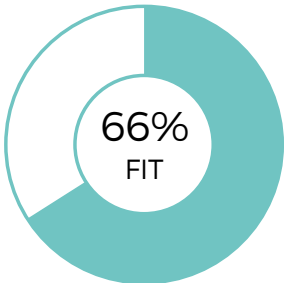
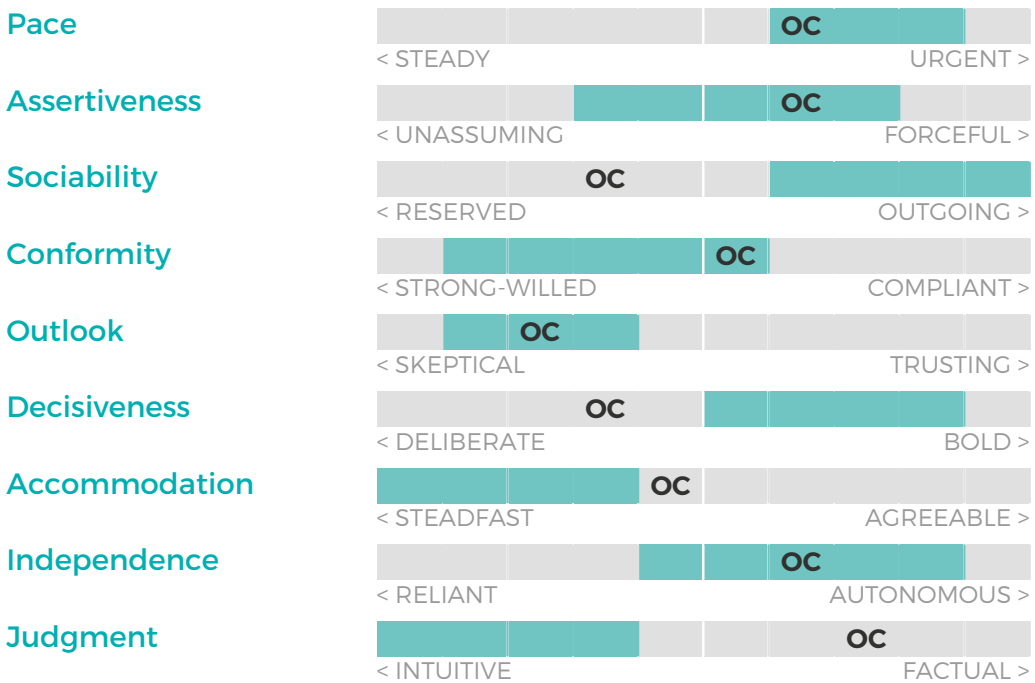


Performance Model = highlighted boxes; Oliver's placement = his initials

## THINKING STYLE



## BEHAVIORAL TRAITS



## INTERESTS

### OLIVER

in rank order

TECHNICAL

CREATIVE

FINANCIAL/ADMIN

ENTERPRISING

PEOPLE SERVICE

MECHANICAL

TIED

### PERFORMANCE MODEL

in rank order

ENTERPRISING

PEOPLE SERVICE

CREATIVE

