



Report designed for

Michael Sample

Profiles Sales Assessment™

Strategic Workforce Planning

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CONFIDENTIAL



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Summary

Successful workforce development requires establishing career paths that recognise characteristics key for success in all positions. This is important to employee satisfaction as well as positive organisational growth. Knowing where people may fit in the future can also assist in the building of effective training and development programs.

Your organisation has developed customised Performance Models for several positions in the company. This list shows how Michael Sample matches the Performance Models for these different positions. The overall percent match reflects his Thinking Style, Interests, and Behavioural Traits combined.

You should select positions appropriate for Mr. Sample from the Performance Models listed here and view his report specific to each of those positions.

Position	His Overall % Match
Challenger Sales Style	86%
Lone Wolf Sales Style	84%
Problem Solver Sales Style	77%
Relationship Sales Style	54%
Hard Worker Sales Style	39%

Distortion for this assessment is within the acceptable range.

NOTE:

Please consult the User's Guide for additional information on using these results when working with Michael. As discussed in the User's Guide for this product, the results from this or any assessment should never make up more than a third of the final decision in placements.