



PMaps Assessment

PMaps Channel Sales Assessment

Candidate ID - 1000004

PMaps Demo

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PMaps Channel Sales Assessment



Apoorva's Response Style

Impression Management	50	Genuine
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This Assessment is Genuine

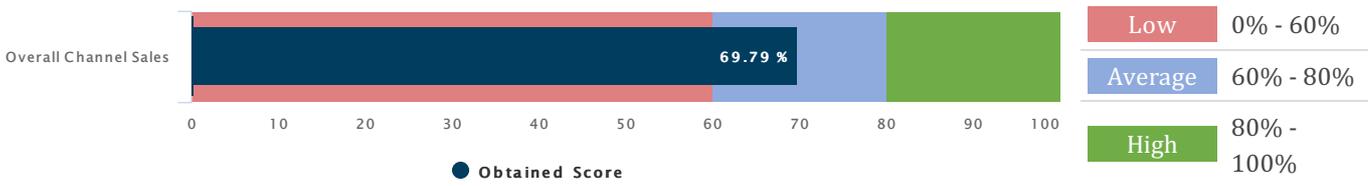
PMaps Channel Sales Assessment



Summary Report

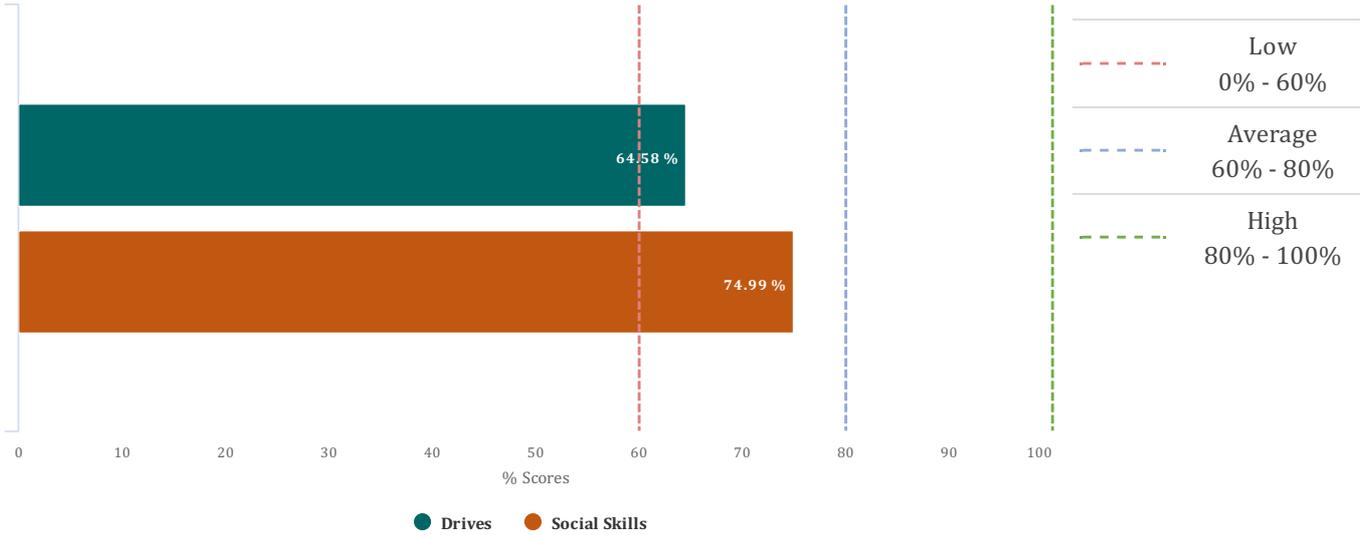
Overall Scores

Average



The candidate tends to be "Adequately Suitable" for the given sales role as s/he tends to have moderate optimism and takes effort to deal with demanding situations such as failure rejection from the clients. S/He demands time to overcome negative emotions but can handle them as the time passes. Hence, if given timely reinforcement by the managers, s/he can perform better in achieving her/his sales target. S/He also tends to have average motivation for achievement and sometimes get driven by monetary benefits offered by the organization. S/He tends to have moderate inclination towards people and initially takes time to interact with people leading to limitations. Hence, s/he finds difficult to deal with new prospective clients. S/He tends to be part of various social groups, yet is not found to be highly participative all the time resulting in lack of confidence while dealing with clients.

Competency Overview



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Detailed Report



Drives

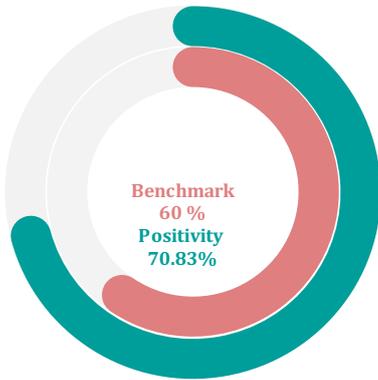
Assess an individual's internal forces that leads her/him to perform towards higher achievement or success at workplace.

64.58%
Average

The candidate displays average score in Drives indicating the person to be moderately optimistic and moderately influenced by the intrinsic and monetary motivation. That is, the person tends to manage negative emotions and rejections obtained in sales role positively yet sometimes need reinforcement from others. S/He displays average need of intrinsic motivation such as recognition and feeling of fulfillment. S/He also shows partial motivation obtained from monetary benefits such as incentives and perks obtained by the organization.

Positivity

Average



Ability to bounce back even in the face of apparent failure and cultivate what is best within them.

The candidate's average score in Positivity indicates her/him to be average in optimism. That is, the individual is able to face negative emotions positively most of the time but might sometimes get demotivated due to the severe negative outputs from her/his results. S/He believes that nothing in the world is constant and can easily achieve her/his targets with constant efforts. Yet sometimes s/he may require regular reinforcement from her/his manager to outperform during her/his bad sales performance. S/he may get diverted from her/his goals during failure and may take time to overcome her/his falls but may rise definitely after provision of required reinforcement.

Workplace Motivation

Low

Individual's inclination towards intrinsic motivation for goal accomplishment rather than extrinsic motivation such as materialist gains.



The candidate's low scores in Motivation indicate the person to be highly driven by extrinsic motivations. That is, the person tends to highly believe in materialistic benefits and does not show sense of internal satisfaction or fulfillment through recognition or accomplishment of goals. Also, s/he tends to be unfit for the job role as s/he expects significance or eminence in the organization and does not show motivation towards her/his sales job role.



Social Skills

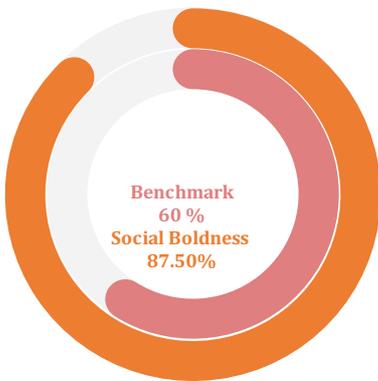
Assess an individual's inclination towards people as well as ability to deal with society in a lively and bold manner.

74.99%
Average

Candidate's average score in Social Skills indicates her/him as an ambivert person. That is, s/he is able to manage people around her/him with equal amount of energy and enthusiasm but also enjoy being with self. S/he sometimes tends to be quiet, reserved and less involved in social situations. S/he partially gains inspirations and excitement from talking and discussing ideas with other people to generate new ideas for their target achievements.

Social Boldness

High



Ability to deal with people and situations boldly without any complexity.

The candidate's high scores in Social Boldness indicates her/him as an individual that finds easy to interact with new people and is highly socially active. S/He is able to address large groups without any hesitation. S/He is able to introduce her/himself confidently to strangers like new prospects and initiate conversation or sales pitch with confidence. S/He is able to face all challenging situations without getting intimidated by them. S/He tends to enjoy new experiences and take risks accordingly. S/He tends to get provoked by situations that are challenging or stressful for others. S/He spends much more time in social interactions which is more important for any sales jobs. Such individuals are able to approach their clients in a fearless manner.

Liveliness

Average

Ability to express and converse with people spontaneously and optimistically.



Candidate with average score in Liveliness tends to be moderately fun loving person that enjoys to be spontaneous yet tends to be sober when surrounded by unknown people. S/He tends to be moderately enthusiastic and try to maintain warm relationships with people. Such individuals enjoy being with people as well as with themselves alone. S/He tends to make decisions carefully and do not get over excited by any stimuli. Such people tend to be highly suitable for sales role as they are able to make appropriate decisions with creative inputs.

Group Orientation Average



Higher inclination or endearment towards people.

Candidate's average score in Group Orientation indicates the person to have moderate inclination towards people. Such individuals are able to adapt with people and spend time without anyone's intervention. Such individuals are able to maintain the required balance in their life. S/He tends to respect other's ideas and opinions as well as is able to express their own opinions. S/He tends to be participative among known people but may behave solitary among unknown people. S/he could outperform if trained in social interactions.

Disclaimer

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