



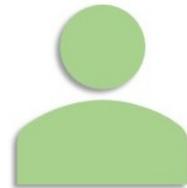
PMaps Assessment

PMaps Sales Assessment

Candidate ID - 1000223

vinay kumar

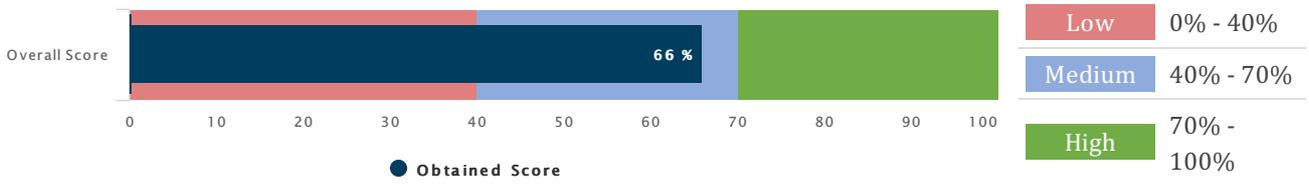
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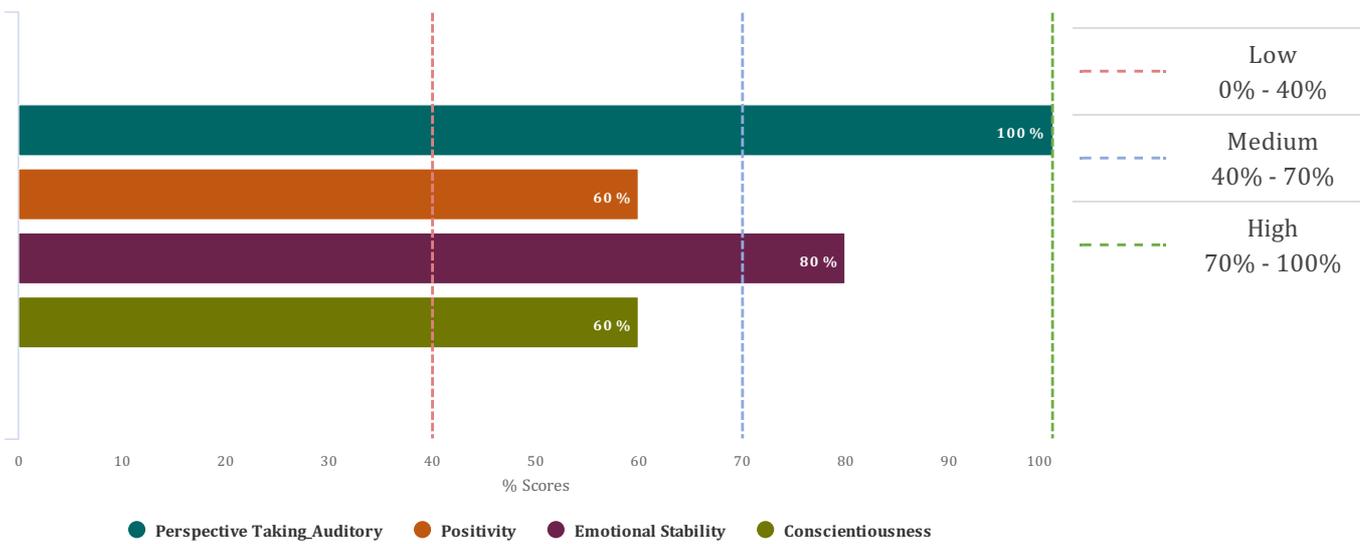
Summary Report

Overall Scores

Average



Competency Overview



Perspective Taking_Auditory

Ability to understand the present circumstances and mental state of the people involved and determine the appropriate course of action as per the situation's expectation. It assesses perspective taking through auditory abilities (such as the tone of voice along with the choice of words, etc.) and drawing sense from the synthesis of all these inputs.

100%
High

vinay is well adept at identifying the intent of the other person through oral communication. vinay is able to appreciate the prospective customer's level of interest or altogether lack of it, by skilled listening. vinay 's inclination to understand one's perspective through interaction helps to build effective communication with the person & propose one's concept at right time to get a positive response. vinay showcases the ability to convince people appropriately only by talking to them over an audio conversation.

Positivity

Ability to bounce back even in the face of apparent failure and continuous rejections. It refers to one's ability to sustain an optimistic approach at work and cultivate what is best within them.

60%
Average

vinay is able to face negative emotions positively most of the time but, might sometimes get demotivated due to severe negative experiences or constant failures. vinay does believe that nothing in the world is constant and can easily be achieved with constant efforts. Yet sometimes vinay may require regular reinforcement from the manager to outperform during bad sales performance or period. vinay may sometimes get diverted from the goals during failure and may take time to overcome her/his falls but may rise definitely after provision of required reinforcement.

Emotional Stability

The capability of confidently balancing one's emotions at times of unpleasant experiences or demanding situations. It refers to the ability to manage one's emotions and impulsive behavior at the workplace.

80%
High

vinay is able to contain her/his emotions and feelings and not show it every time it occurs. vinay does not get swayed by others' opinions or criticisms. vinay understands the appropriateness of the emotion/feeling and based on that decides to express or not to express. This helps vinay to have greater emotional stability while dealing with annoyed or unfriendly customers & approach them in a poised manner. By being self-restrained, vinay doesn't necessarily allow others to walk all over self nor is there an unhealthy compromise of self-respect. vinay doesn't curtail the feelings/emotions but manages them well.

Conscientiousness

Display of willingness or dedication towards work goals to be achieved in an organized and well-planned manner. It predicts job performance across a wide variety of job types and outcomes.

60%
Average

There is a high chance of vinay to have respect for rules and standard procedures set to conduct a task, but the unconventional belief system may restrict vinay from doing the same. Though a moralistic approach is preferred by vinay in most work decisions but a sense of freedom and lack of proper planning at timely intervals may interrupt with the integrity and systems required at the workplace.

Disclaimer

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