

Executive Sales Force Manager Report

October 24, 2006

The Receiver
Your Company
P.O. Box 1234
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Personal & Confidential

Bottom-Line Recommendation

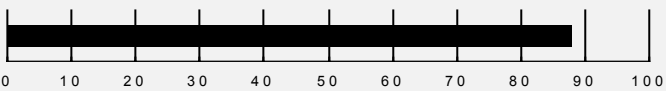
Candidate: John Smith
Position: Executive Sales Force Management
Bottom-Line: Recommended

The validity scales from the Self-Descriptive Index indicate that Mr. Smith was honest and truthful in answering the questionnaires. As a result, the following results are an accurate description of his work approach and motivational needs.

Summary of Candidate's Critical Management Skills Potential

Agreed-Upon Skills	Candidate Score
TEACHING IN A STRUCTURED SETTING	88%
MAKES JOINT CALLS	79%
DIRECTS AND CONTROLS OTHERS IN A BUSINESS UNIT	67%
PROFIT CONSCIOUS IN A MANAGEMENT ROLE	46%
TAKES INITIATIVE IN A BUSINESS UNIT	68%
MAKES FORMAL PRESENTATIONS	56%
FOCUSED ON QUANTITATIVE RESULTS	94%
EMBRACES THE STRATEGIC VISION	72%
POLITICALLY ASTUTE	34%
PRACTICAL INTELLIGENCE	97%
ANALYTIC ABILITY	50%

In-Depth Evaluation of Critical Executive Sales Force Management Skills Potential

TEACHING IN A STRUCTURED SETTING	SCORE 88%	
Definition: Demonstrates a commitment to the continuous education and training of others as a means of increasing their overall competency and productivity; prepares more structured sessions to cover the most critical areas of learning for the audience; stays on top of information needed by colleagues and customers in an effort to serve as a resource; takes responsibility for motivating others to learn and retain key information; reinforces what is being taught through periodic repetition; regularly assesses individual and group competencies and routinely addresses them by adjusting his training.		
Skill/Capability Level: Mr. Smith's training presentations reinforce previously covered issues as well as introduce new concepts and ideas that could boost others' results. He stays up-to-date on critical information that will make his training relevant. His training is focused on consistently providing information that will assist the group in doing their jobs more effectively. He takes responsibility for motivating his audience, and he is willing to repeat and reinforce ideas until they understand.		