



Criterion Online Assessment & Selection Technologies



## CAL Online

### Candidate job-matching scores report

Personality Questionnaire

Rose Brown - 15/04/2011

## Personality Questionnaire

Profile for Rose Brown

Poor match	Adequate match	Great match	
			Authority
			Poised
			Humour
			Friendship
			Status
			Gregarious
			Praise
			Self sufficiency
			Caring
			Strategic
			Decisive
			Risky
			Change
			Intelligence
			Originality
			Rational
			Direct
			Listening
			Assertive
			Approachable
			Adaptable
			Influential
			Calm
			Striving
			Tenacious
			Optimistic
			Self esteem
			Self development
			Stress management
			Resilient
			Order
			Detail focused
			Structured
			Creative
			Rigorous
			Variety
			Competition
			Internal control
			Ethics
			Disclosure
			Profit
			Money
			Loyalty
			Emotional analysis

## Personality Questionnaire

Profile for Rose Brown

Poor match

Adequate match

Great match

### Overall job match

Rose's degree of fit with the critical behaviours, style and values required for the Sample role was calculated based on a matching algorithm specific to the Personality Questionnaire.

**Overall degree of fit  
with the role**



Female's responses to the questionnaire indicate a **moderate degree of fit** between the approach, demands and rewards of this role and her personality, emotional style and values.

**Please note that this degree-of-fit score is based solely on Rose's self-perceptions of herself. These results must be combined and corroborated with other sources of information about the candidate before making a selection decision.**

## Understanding this profile

### Introduction

This personality report describes the degree of fit between Rose's personality profile and the critical attributes for the role of Sample with Criterion.


Rose's results are based on the Personality Questionnaire that she completed on 15/04/2011. The questionnaire measures the preferred styles, emotional tendencies, values and motivations of people at work. The results describe the way in which Rose is likely to respond to people, tasks, demands, rewards and culture at work.

Rose's results were calculated by comparing his responses with the CAL composite occupational comparison group (2010); a large, diverse group comprised of managers (all levels), graduates, retail, customer service and sales-staff, supervisors, administrative staff. The group (N = 876 - 11,609) completed questionnaires on CAL Online as part of selection & development processes for UK based organisations between 2001- 2009..

These results were then compared with the profile of critical attributes for the Sample role using a matching algorithm created specifically for this role. This report describes the degree of fit between Rose and the requirements of the Sample role based on the job-matching scores derived from the Personality Questionnaire.

### Interpreting the results

The match between Rose's personality and the critical attributes for the role are described for each element of personality measured by the questionnaire using this structure:

Scale name	Level of job match from poor to great	Rose's personality
The name of the personality element		Rose's preferred style, behavioural tendencies or values.

### Important points

When reading this profile please remember the following points:

- **The results in this report are specific to the role of Sample** - These results must not be used to predict performance within a different role or context.
- **Personality is not fixed** - it may vary over time, change through training/development, or simply vary depending on the situation.
- There are **no rights or wrongs**. The scores do not measure ability, skills, capability or competence. They are merely indications of preferences or typical styles of behaviour.
- The questionnaire is **very reliable but is not infallible**.
- The profile is intended to clarify the respondent's **self-perceptions** – it does not provide an objective measure.
- These results **must be kept within the boundaries of confidentiality** agreed with Rose.
- The results **must not be used for any other purpose** other than that agreed with Rose.
- These results **must be kept securely and not retained** beyond the period agreed with Rose.

### Further information about Rose









Further reports can be downloaded from Coast for Rose, which provide additional information about her personality:

- **Summary personality profile** – Provides details of Rose's scores on each scale.
- **Personality profile expert report** – Narrative and scores for expert CAL users.
- **Personality profile non-expert report** – Narrative for non-expert CAL users, interviewers and assessors.
- **Interview guidance report** – Suggested interview questions based on Rose's profile.
- **Ability test results** – If Rose was asked to complete an ability test this report can be used alongside information from the Personality Questionnaire to provide an integrated picture.

## Personality Questionnaire

Profile for Rose Brown








### Visionary Leadership

<b>Authority</b>		Rose indicates a value for working within a clear hierarchical environment, where everybody knows their place and lines of <b>authority</b> . As a leader Rose would expect her directions to be followed with few criticisms and for her <b>authority</b> to be respected.
<b>Poised</b>		Rose describes herself as appearing to be poised and at ease with other people. She is likely to convey a socially confident impression in most social situations and feels relaxed and comfortable talking with a range of people.
<b>Humour</b>		Rose prefers to work in a light-hearted and cheerful environment. She favours working with others who like to have a laugh at work and can see <b>humour</b> in even difficult situations. Rose values a business culture that encourages fun and feels that work should include opportunities to have a laugh and a joke now and then.
<b>Friendship</b>		Rose is typical in the extent to which she finds opportunities to form new relationships at work motivating. She indicates that, compared to other people, she places only <b>moderate importance</b> on work providing a social life and new <b>friendships</b> .
<b>Status</b>		Rose's responses suggest that she has a <b>very strong value</b> for the prestige that comes with more senior positions. Compared with other people, <b>status</b> is a very important motivational factor for Rose at work.
<b>Gregarious</b>		She is much happier working alone than working with other people. Her responses suggest she likes to keep herself to herself and is much <b>less gregarious</b> than most other people who have completed the questionnaire.
<b>Praise</b>		Rose finds <b>recognition</b> much more motivating than many people. She attaches much more importance to giving and receiving praise than most people who have completed the questionnaire and feels it is essential that people's achievements are acknowledged. She is likely to feel demotivated if nobody notices her work.
<b>Self sufficiency</b>		Her reaction to emotional upsets is sometimes to seek support from others, while on other occasions she prefers to deal with problems personally and independently. Her <b>self sufficiency</b> in times of difficulty is <b>average</b> compared with other people who have completed the questionnaire.
<b>Caring</b>		Rose gets satisfaction and fulfilment from work that benefits others in some way. She has a preference for tasks which help other people and is keen to work in ways that involve <b>caring</b> for other people such as colleagues, customers or those she manages.

## Personality Questionnaire

Profile for Rose Brown








### Business Acumen

<b>Strategic</b>		Rose has a fairly strong preference for approaching plans and decisions from a broad, <b>strategic</b> perspective. She tends to focus on long-term strategic considerations.
<b>Decisive</b>		Rose's thinking style can be <b>both contemplative and decisive</b> . She is sometimes ready to reach a conclusion quite quickly but may dislike making rushed judgements under time pressure.
<b>Risky</b>		Rose describes herself as someone who is <b>neither risky nor cautious</b> . She has a balanced attitude to risk and may flex her decision-making style depending on the situation. While she may take risks on occasions, she is not driven to do so by a wish to throw caution to the wind.
<b>Change</b>		She has a strong preference for the familiar rather than the new and feels that continued <b>change</b> at work is <b>highly disruptive</b> . She is likely to feel uneasy in a culture characterised by novelty and change, and may prefer a more traditional organisational culture.
<b>Intelligence</b>		Rose indicates that she has a <b>very strong value for experience over intelligence</b> and has no desire to work in an intellectual culture. She clearly describes herself as being bored by people who set a lot of store in high intellect.
<b>Originality</b>		Rose may sometimes welcome <b>originality</b> but this is <b>not a strong value</b> compared with other people who have completed the questionnaire. She may give as much emphasis to practicality as she does to individuality or self-expression.
<b>Rational</b>		Rose has a preference for <b>rational</b> analysis and avoids making decisions on the basis of intuition. She is more at home with scientific thinking and is less inclined to rely on personal experience as a means of solving problems.

## Personality Questionnaire

Profile for Rose Brown

### Influence and Communications

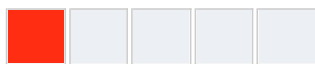
<b>Direct</b>		Rose is typical of many people in the extent to which she is <b>diplomatic</b> when challenging other people. Rose does not demonstrate a strong tendency for using diplomacy and may vary in the degree to which she uses forceful or direct language with others.
<b>Listening</b>		Rose describes herself as somebody who has a fairly strong preference for <b>listening</b> to others rather than doing all the talking. She tends to listen to the views of others rather than imposing her own opinions.
<b>Assertive</b>		She is slightly more gentle in her interpersonal style than most respondents in the comparison group. Her responses suggest she sometimes prefers to adopt a supporting role <b>rather than asserting</b> herself in a dominant manner.
<b>Approachable</b>		Rose describes herself as being slightly guarded with people she does not know well. Her responses suggest that she is marginally <b>less approachable</b> and less inclined to make others feel at ease in her company.
<b>Adaptable</b>		Compared to most people, Rose finds it <b>difficult to be adaptable</b> , preferring instead to be consistent in her style of communication when dealing with different people in different situations.
<b>Influential</b>		She is very comfortable with the challenges of persuading others to a particular point of view. Her responses indicate that Rose is much more <b>influential</b> than other respondents, putting a great deal of energy into changing people's opinions.
<b>Calm</b>		Rose describes herself as someone who very rarely feels anxious or worried. She is much more relaxed than most people and she remains cool and <b>calm</b> , even in difficult situations.

## Personality Questionnaire

Profile for Rose Brown

### Dynamism

#### Striving



Rose is much **less** focussed on **striving** and **achievement**. Her job satisfaction stems more from working on a job than completing it. She does not have a need for constant challenge, and may be more focussed on the process than the outcome.

#### Tenacious



She is extremely persistent with tasks, even when they are boring and is determined to follow tasks through to completion. Her responses suggest that she is highly **tenacious** even when working on routine tasks.

#### Optimistic



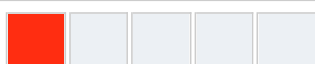
Her responses suggest that she expects things to turn out for the best. Compared to other people she describes herself as feeling very confident about the future. She has a strong tendency to accentuate the positive and feel **optimistic** in almost all situations.

#### Self esteem



Rose has strong **self-esteem**. Her responses suggest that she rarely experiences self-doubt. She is unlikely to feel inadequate and usually feels positively about herself. Her inner confidence is quite robust.

#### Self development



Rose does **not** have a strong value for **self-development**. Her responses suggest that she does not seek out opportunities to develop new knowledge and skills.

#### Stress management



Rose describes herself as someone who is motivated by pressure. Her **stress management** involves turning the pressures of working life into positive energy. She prefers a busy and pressured environment to a calm and peaceful one.

#### Resilient



Her responses suggest that her temperament is neither sensitive nor **resilient** but **balanced** in the sense that she may sometimes feel hurt by criticism but no more than most people. Rose describes herself as moderately tough but may occasionally feel upset when confronted with negative feedback.

## Personality Questionnaire

Profile for Rose Brown





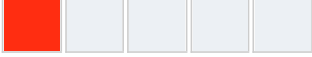

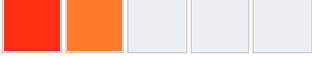
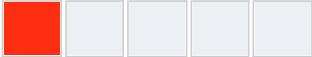
### Strategic Planning

<b>Order</b>		She has a <b>very strong value</b> for working in a <b>culture that is procedure and system bound</b> . She is at her most comfortable working in an environment and job where there are clear boundaries, controls and rules for how work should be done.
<b>Detail focused</b>		Rose's responses indicate that she is much more <b>detail focused</b> than most people at work. She likes to take time to check things are right and often spots errors that others may have missed.
<b>Structured</b>		She tends to work in a spontaneous and <b>unstructured</b> way, sometimes preferring to get stuck into a job rather than spending time dividing it into discrete elements. She is reasonably comfortable when required to improvise and is prepared to work without an orderly plan.
<b>Creative</b>		Rose has a strong preference for creating new ideas and solutions, rather than relying on tried and tested methods. Her strong <b>creative</b> tendency suggests a leaning towards innovation and less enthusiasm for working within existing guidelines or procedures.
<b>Rigorous</b>		Her responses indicate that she is much <b>less rigorous</b> than most other people who have completed the questionnaire. She likes to get work completed as quickly as possible and may often look for a "quick fix".
<b>Variety</b>		Rose finds settling down to focus on a single job in hand a great deal more motivating than juggling many different tasks at once. She describes herself as <b>feeling unhappy in a role where the nature of her work frequently changes</b> and [[he she> has to perform many tasks in parallel.

## Personality Questionnaire

Profile for Rose Brown

### Reputation Management

<b>Competition</b>		Rose's responses suggest that she has a very strong value for <b>competition</b> . She only plays to win and judges her own performance by comparing herself with others. She enjoys working in a competitive environment and is comfortable with the idea of winners and losers.
<b>Internal control</b>		Rose describes herself as someone who feels a <b>strong sense of personal control</b> . She is more likely than most people to try and influence events towards the outcomes she wants. She is uncomfortable leaving things to chance or fate.
<b>Ethics</b>		Rose has a very strong sense of pragmatic expediency and a much <b>less prominent value for ethics</b> when compared with other people who have completed the questionnaire. She feels that sometimes principles must give way to practical considerations, and may feel constrained if required to operate within a highly restrictive professional framework.
<b>Disclosure</b>		Rose describes herself as having a typical tendency to express her emotions. Compared to other people she is <b>no more and no less likely</b> to publicly <b>disclose</b> her feelings and be open with her emotions.
<b>Profit</b>		Rose is <b>not driven</b> by the concept of making <b>profit</b> . She is less interested in financial indicators than other measures of work performance, and feels uneasy about the ways in which some modern businesses pursue profits. She may feel uncomfortable in a highly commercial, profit-driven culture.
<b>Money</b>		Making lots of <b>money</b> and becoming rich is a significant source of motivation for Rose compared to other people. She indicates that a <b>key motivating factor for her</b> at work is to maximise the amount of money she makes.
<b>Loyalty</b>		Rose does not feel very <b>committed</b> to any particular organisation and describes her career values as being able to occasionally change organisations to widen experience. She indicates that she tends to believe that long-term loyalty to a single organisation is fairly unlikely.
<b>Emotional analysis</b>		Rose's responses indicate that she devotes little or no time or effort towards thinking about where her feelings have come from. She suggests that she generally ignores the causes of her feelings and <b>very rarely engages in any emotional analysis</b> .