



# **Highlights Report**

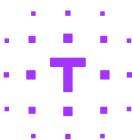
## **Hunter Sales Model**

**Carlos Brown**  
**For Sales Agent**  
**With ABC Company, LLC.**

**October 31, 2018**

Assessment Date: October 31, 2018

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## ABOUT THIS REPORT

To find out more about how to interpret, understand, and apply the information in this report, we invite you to visit the [Caliper Essentials Competency Report landing page](#).

If you have additional questions about this report or how to apply these results, please feel free to reach out directly to your Caliper Account Team or call (609) 524-1400.

## FIT: HUNTER SALES



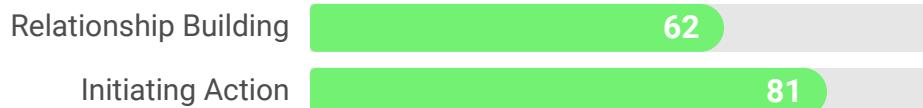
Overall, Carlos Brown shows good potential in your role but could experience some challenges to successful performance that you may want to consider when making a final decision.

## COMPETENCY OVERVIEW

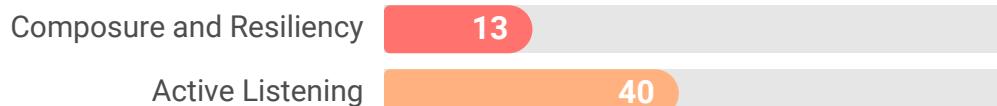
### CRITICAL COMPETENCIES



### IMPORTANT COMPETENCIES



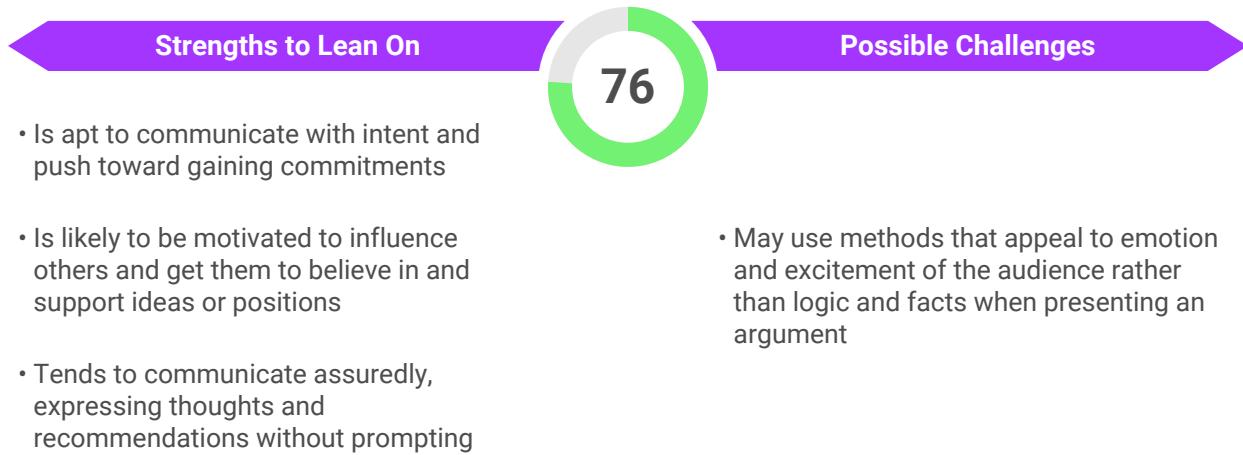
### SUPPORTING COMPETENCIES



## CRITICAL COMPETENCIES

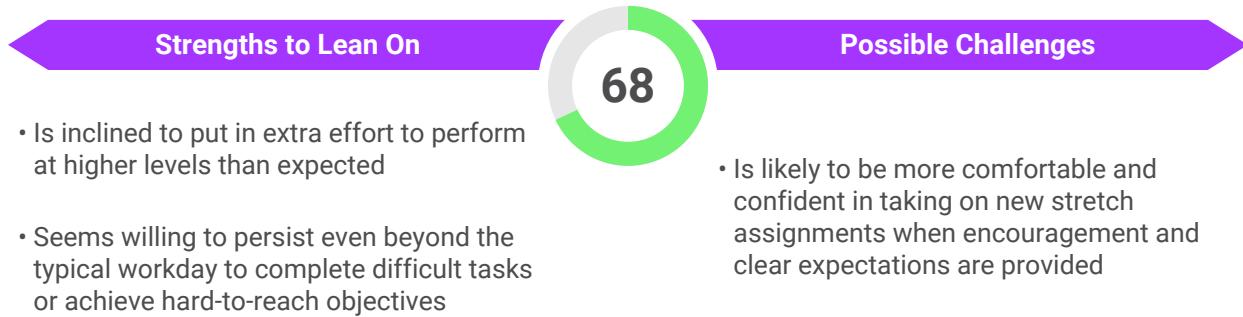
### Influence and Persuasion

Individuals who display this competency are effective in persuading, convincing, influencing, or impressing others in order to get them to support a specific agenda, make a specific type of impression, or take a specific course of action.



### Achievement Motivation and Perseverance

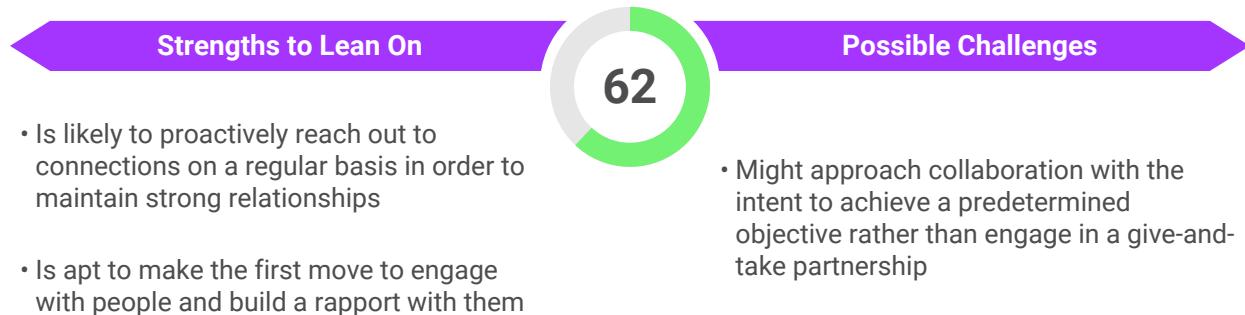
Those who show this competency display a determination to achieve ever-increasing levels of performance. This competency involves setting high standards and challenging goals for oneself, others, and the organization, and requires a constant focus on achieving and exceeding those goals.



## IMPORTANT COMPETENCIES

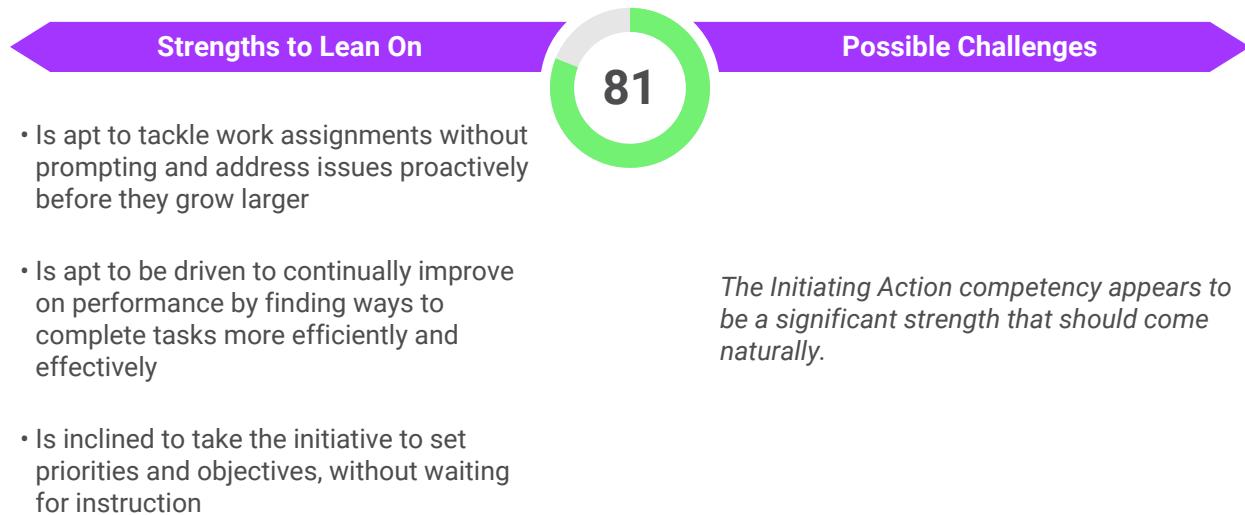
### Relationship Building

People who exhibit this competency develop effective long-term professional interactions with others based on trust: trust that they will always work toward the best interest of those involved and that they are sufficiently competent to provide positive results.



### Initiating Action

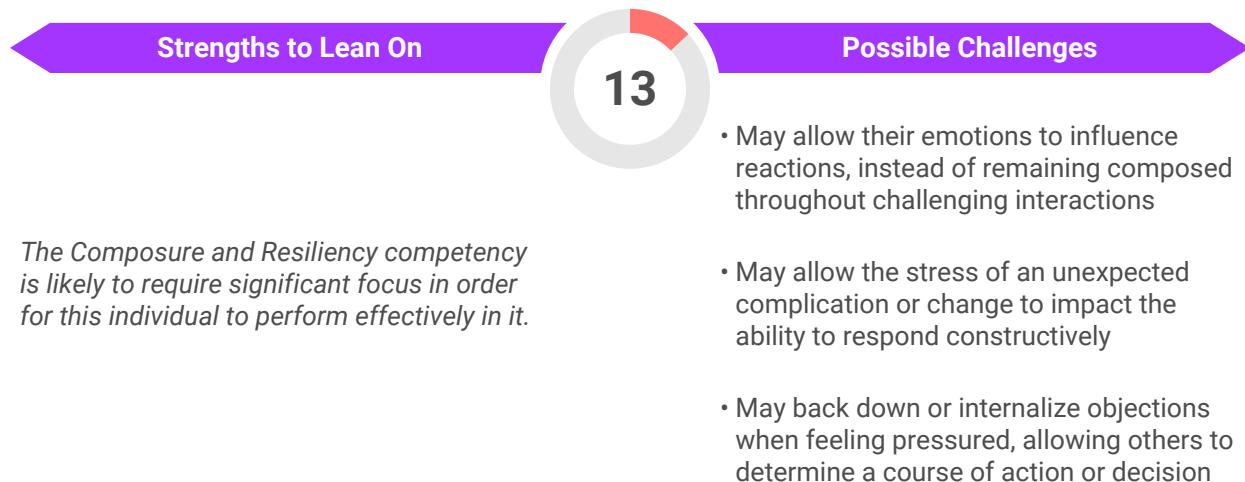
People who show this competency will tend to be self-starters and will take a lead role in improving or enhancing a product or service, avoiding problems, or developing entrepreneurial opportunities. They will often demonstrate a sincere positive attitude toward getting things done and will seek out additional responsibilities that may go beyond the scope of their formal job description.



## SUPPORTING COMPETENCIES

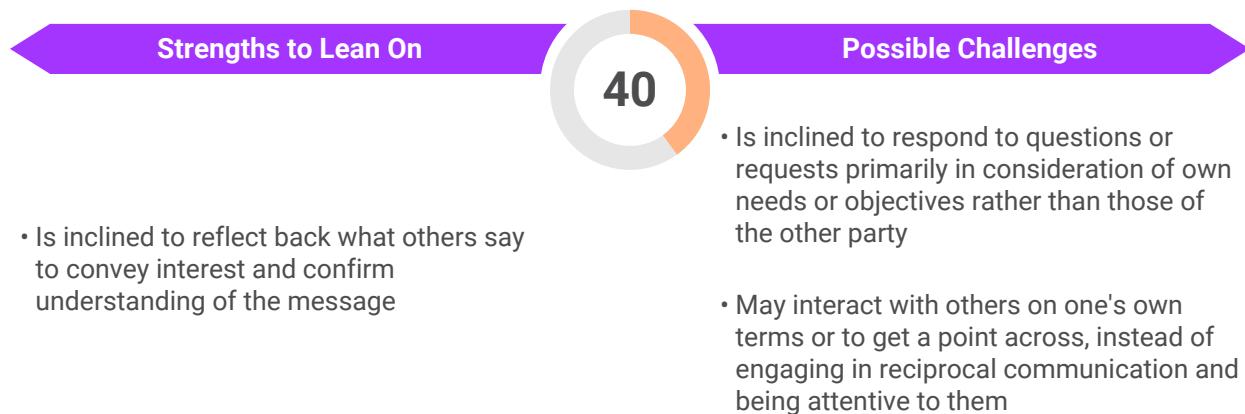
### Composure and Resiliency

Individuals who display this competency are able to deal effectively with pressure, maintain focus and intensity, and remain optimistic and persistent, even under adversity. This competency includes the ability and propensity to recover quickly from setbacks, rejections, and conflicts and to maintain self-control in the face of hostility or provocation.



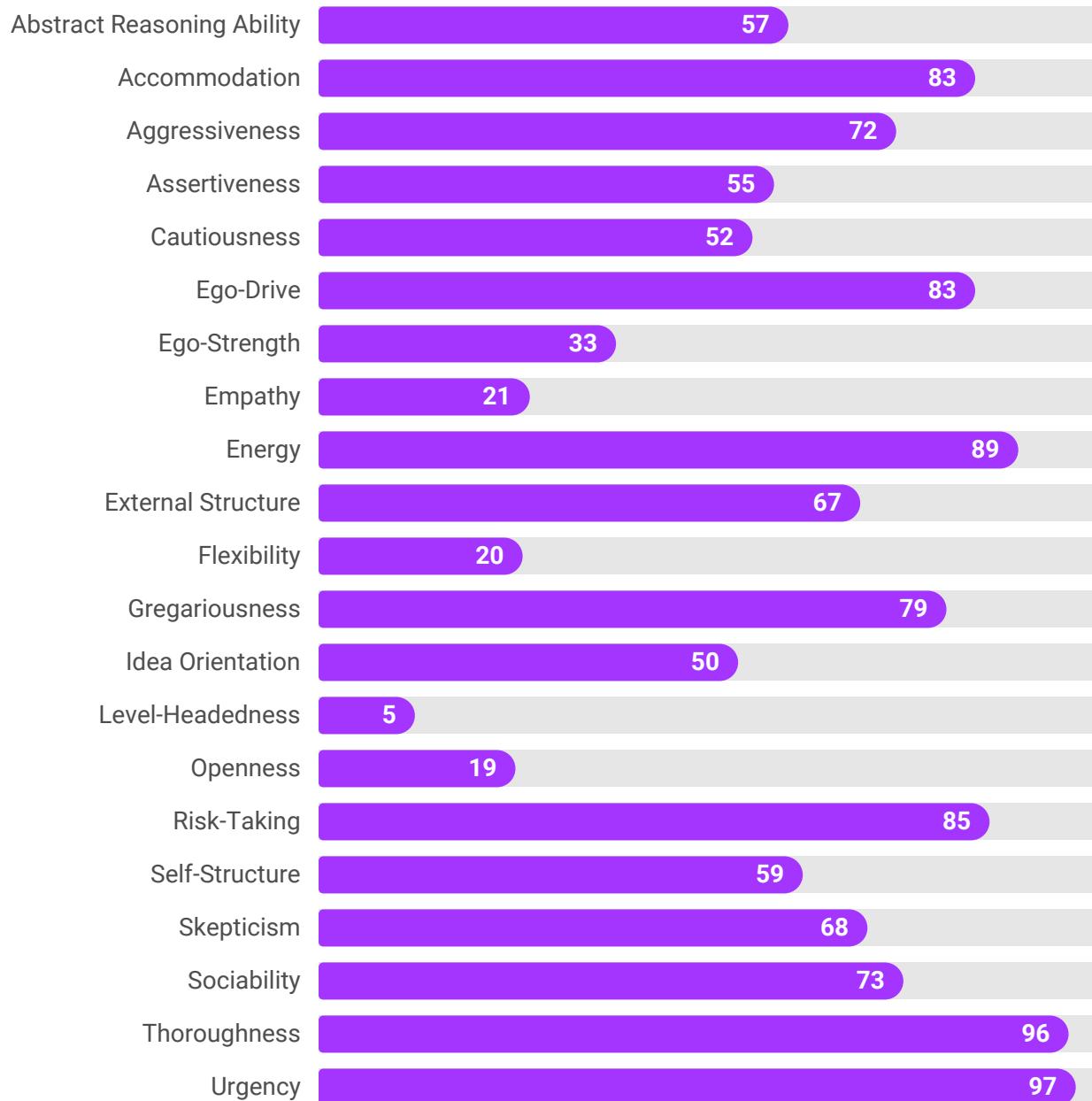
### Active Listening

Individuals who exhibit this competency enhance mutual understanding in communicating with others by expressing genuine interest in, and providing full attention to, the content and meaning of others' messages.



## CALIPER PROFILE TRAIT SCORES

This graph shows Carlos Brown's personality traits directly measured by the Caliper Profile. Each bar shows the percentile rank of how this individual scored on each trait relative to the appropriate Caliper norm group, which is a representative sample of the workforce. For trait definitions, please [click here](#).



The information provided in this report is based solely on data developed from the Caliper Profile assessment. It should be interpreted in light of other information that is available about the individual and should never be used as the sole basis upon which to make a hiring, development, or promotion decision. To make an informed decision about whether this individual is likely to be successful with your organization, Caliper advises you to use this report in conjunction with other knowledge about the candidate, particularly information from the individual's interview, résumé, and application as well as feedback from references.