



# Workforce Tomorrow

Emotional Intelligence Research Initiative

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## HIRING BENCHMARK

### *Candidate Summary for John Sample*

### *General - Salesperson*

Measured Competency	Desired Range	Candidate Score	In Desired Range
Intuition & Empathy (Relationship Building/Interpersonal Skills)	5-8	8	
Results Orientation & Decisiveness (Decision Making Style & Practical Thinking)	6-8	4	
Adherence & Organization (Planning/Organization & Rule Orientation)	4-8	8	
Self View (Courage & Resiliency)	4-7	7	
Self Awareness (Confidence & Initiative)	6-8	4	
Self Expectations (Goal Orientation & Work Ethic)	6-9	8	

**This candidate is a medium risk for the Salesperson position.**

