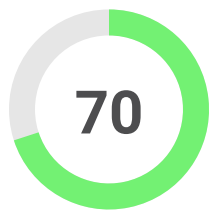


## FIT: HUNTER SALES

This fit score was derived by analyzing Carlos Brown's potential on the competencies most critical for the role in comparison with the appropriate Caliper norm group, which is a representative sample of the workforce.



**Overall, Carlos Brown's results show good alignment to the role and they are likely to succeed with support in their developmental areas.**

## COMPETENCIES

### CRITICAL



#### Influence and Persuasion

Persuading others to act in a certain way or accept a point of view is likely to come naturally to this person. They are likely to feel a sense of satisfaction when others buy into their suggestions or ideas.



#### Achievement Motivation and Perseverance

This person seems driven to push themselves to achieve continually higher levels of performance. They are apt to set aggressive goals and work persistently toward them.

### IMPORTANT



#### Relationship Building

This person shows the potential to develop effective long-term professional relationships with others based on trust. They appear motivated to make connections, build rapport, and establish credibility.



#### Initiating Action

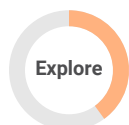
This person seems motivated to take action in order to accomplish goals and produce results. They are inclined to be a self-starter and show the potential to independently structure work to achieve success.

### SUPPORTING



#### Composure and Resiliency

This person may not have a strong control over their emotions in stressful situations. They might be negatively impacted by rejection or things not going their way, and they could take some time to recover.



#### Active Listening

This person may listen to others and gather information effectively when the topic is of interest to them. However, they may fall short in this area on topics they find less important.

## ABOUT THIS REPORT AND YOUR MODEL

To find out more about how to interpret, understand, and apply the information in this report, we invite you to visit the [Caliper Essentials Quick View 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 Talogy Account Team or call (609) 524-1400.