


Group Summary Reports

Unsuccessful Salespersons

Group Personality Traits Chart

PCS Position: Sales Representative

		Interpersonal Traits					Organizational Traits					Dedication Traits					Self-control traits									
		Sociability	Recognition	Conscientious	Exhibition	Trust	Nurturance	Alertness	Structure	Order	Flexibility	Creativity	Responsibility	Ambition	Endurance	Assertiveness	Boldness	Coachability	Leadership	Self-confidence	Composure	Tough-minded	Autonomy	Contentment	Control	
Last Name	First Name																									
Beechman	Joe	4	9	2	5	5	5	1	8	5	2	2	8	4	3	4	4	7	2	7	5	8	5	4	7	
Boston	Chris	2	7	10	1	4	10	3	10	10	3	7	10	1	4	1	1	8	2	4	2	1	10	2	10	
Cronin	Paul	5	3	4	6	7	8	9	2	3	10	7	3	6	6	9	7	7	8	8	8	9	3	7	2	
Del Rosa	Jennifer	10	3	1	10	10	5	8	3	6	8	10	4	2	7	7	9	8	5	5	4	7	2	9	1	
Elmos	Bob	5	3	7	6	6	6	7	6	3	8	10	1	1	2	1	5	7	7	8	4	8	8	8	7	
Farwell	Darren	4	8	3	4	5	4	3	10	9	2	4	10	2	3	3	1	7	6	4	1	5	7	3	8	
Jones	Anthony	10	10	1	9	3	1	10	9	7	3	10	3	7	8	4	7	6	9	9	7	5	6	6	3	
Jueng	Charles	2	9	4	2	2	8	5	4	7	10	4	10	2	2	2	6	8	5	5	1	5	2	1	6	
Kelly	Clint	3	6	1	10	4	2	5	10	8	6	10	8	10	6	8	10	6	7	7	1	3	2	2	1	
Leonard	Arthur	4	1	6	3	9	6	5	8	7	9	10	2	4	8	1	8	9	9	5	6	8	7	8	7	
Marks	Gregory	7	7	4	5	8	8	2	1	3	10	10	3	8	8	9	4	7	10	9	3	8	10	7	5	
Matheson	Alison	2	8	9	2	3	5	6	5	6	5	5	4	7	4	9	7	8	8	7	6	4	2	5	5	
Mellow	Richard	9	1	1	8	6	7	4	6	8	10	5	6	7	7	2	8	1	10	8	2	7	8	5	1	
Average Scores:		5	6	4	5	6	6	5	6	6	7	7	6	5	5	5	6	7	7	7	4	6	6	5	5	

Unsuccessful Salespersons

Group PCS Summary Chart

PCS Position: Sales Representative

		Net Score	Key Characteristics	Concern Scores	Caution Scores	Neutral Scores	Favorable Scores	Desirable Scores	Interpersonal Score	Organizational Score	Dedication Score	Self-control Score	Objectivity Score	Accuracy Score
Beechman	Joe	-37	-24	9	4	5	4	2	-8	-9	-20	0	11	18
Boston	Chris	-40	-26	12	2	2	4	4	-6	5	-21	-18	27	26
Cronin	Paul	0	0	4	5	3	9	3	-5	-8	10	3	26	29
Del Rosa	Jennifer	-15	-19	7	3	6	3	5	-2	-5	5	-13	24	27
Elmos	Bob	-8	-21	6	3	3	10	2	-1	-5	-11	9	28	30
Farwell	Darren	-39	-32	11	3	3	3	4	-15	0	-18	-6	26	30
Jones	Anthony	8	14	4	5	3	5	7	0	1	3	4	27	29
Jueng	Charles	-46	-32	10	5	4	3	2	-11	-5	-11	-19	26	29
Kelly	Clint	-14	-6	8	3	4	2	7	-13	10	14	-25	29	30
Leonard	Arthur	-2	-16	6	3	3	7	5	-11	-5	4	10	22	30
Marks	Gregory	-2	-1	4	6	2	9	3	4	-21	12	3	24	30
Matheson	Alison	-9	-7	5	3	8	5	3	-6	0	7	-10	22	29
Mellow	Richard	-7	-15	7	1	6	5	5	0	-1	-2	-4	23	25
Average Scores:		-16	-14	7	4	4	5	4	-5	-3	-2	-5	24	28

Scoring Range Codes

Desirable	Favorable	Neutral	Caution	Concern
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