

| Education Level Norm Groups | Gender and Ethnicity Breakdown |
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| A Level N. 1212 The A Level norm group consists of 1212 people who have taken the Watson Glaser who have been educated up to A Level. Their age ranges from 16 – 64 years. They completed the Watson Glaser between June 2011 and March 2016. | 59% Male, 38% Female, 3% not specified. 83% White, 8% Asian, 4% Not Specified, 3% Mixed, 2% Black. |
| Bachelor DegreeN. 7548The Bachelor Degree norm group contains7548 graduates between the ages of 20-64 whohave all been educated up to the BachelorDegree level.They completed the Watson Glaser betweenJune 2011 and March 2016. | 53% Male, 44% Female, 3% Not Specified. 77% White, 11% Asian, 6% Not Specified, 3% Black, 3% Mixed. |
| Doctoral Degree N. 681 The Doctoral Degree norm contains 681 people who have been educated up to Doctoral Degree. They are between the ages of 25 to 64 years. They completed the Watson Glaser between June 2011 and March 2016. | 58% Male, 38% Female, 4% Not Specified. 74% White, 12% Asian, 9% Not Specified, 3% Black, 2% Mixed. |
| GCSE N. 830 This norm group contains 830 16-64 year olds who have been educated up to GCSE level. They completed the Watson Glaser between June 2011 and March 2016. | 58% Male, 40% Female, 2% Not Specified. 91% White, 3% Not Specified, 3% Black, 2% Asian, 1% Mixed. |
| Higher Education DiplomaN. 1876The Higher Education Diploma norm group consists of 1876 people aged between 16-64 years. The group is comprised of people who have been educated up to Higher Education Diploma level. | 53% Female, 45% Male, 2% Not Specified. 84% White, 6% Asian, 4% Black, 4% Not Specified, 2% Mixed. |



| They completed the Watson Glaser between June 2011 and March 2016. | |
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| Master Degree N. 10169 This group, made up of 10169 people between the ages of 20-64, have all been educated up to Masters Degree level. They completed the Watson Glaser between June 2011 and March 2016. | 50% Female, 46% Male, 4% Not specified 71% White, 14% Asian, 6% Black, 6% Not specified, 3% Mixed. |
| Graduate Norm Groups | Gender and Ethnicity Breakdown |
| Law N. 2425 This group is made up of 2425 people applying for graduate positions in Law. They are aged between 20-39 years. The majority of the group (92%) are aged between 20-24 years. They completed the Watson Glaser between June 2011 and March 2016. | 55% Female, 45% Male. 71% White, 17% Asian, 5% Mixed, 4% Black, 3% Not specified. |
| Professional Services N. 1559 This group is made up of 1559 people applying for graduate positions in Professional services They are aged between aged 20 – 39 years. 82% of the people are aged between 20-24 years, 12% are aged between 25-29 years, 2% are aged between 30-34 years and 1% are aged between 35-39 years. They completed the Watson Glaser between June 2011 and March 2016. | 64% Male, 35% Female, 1% Not Specified. 60% White, 28% Asian, 5% Black, 4% Not Specified, 3% Mixed. |



| Occupation Norm Groups | Gender and Ethnicity Breakdown |
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| Accountants N. 1574 This group is made up of 1574 Accountants aged between 20-64 years. They completed the Watson Glaser between June 2011 and March 2016. | 60% Male, 37% Female, 3% Not Specified. 76% White, 13% Asian, 6% Not Specified, 3% Black, 2% Mixed. |
| Admin Clerical N. 1314 This group is made up of 1314 people in Admin Clerical roles. They are aged between 16-64 years. They completed the Watson Glaser between June 2011 and March 2016. | 59% Female, 38% Male, 3% Not Specified. 77% White, 9% Asian, 6% Black, 5% Not Specified, 3% Mixed. |
| Consultants N. 1254 This group is made up of 1254 people who are working in Consultancy roles. They are aged between 20-64 years. | 62% Male, 34% Female, 4% Not Specified. 76% White, 11% Asian, 7% Not Specified, 3% Black, 3% Mixed. |
| They completed the Watson Glaser between June 2011 and March 2016. Customer Service N. 737 This group is made up of 737 people working in Customer Services roles. They are aged between 16-64 years. They completed the Watson Glaser between June 2011 and March 2016. | 49% Female, 49% Male, 2% Not Specified. 70% White, 19% Asian, 5% Black, 4% Not Specified, 2% Mixed. |
| Financial Analysts N. 516 This group is made up of 516 Financial Analysts. They are aged between 20-64 years. They completed the Watson Glaser between June 2011 and March 2016. | 66% Male, 29% Female, 5% Not Specified. 61% White, 23% Asian, 8% Not Specified, 4% Black, 4% Mixed. |



| 86% Male, 11% Female, 3% Not Specified. |
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| 93% White, 3% Not Specified, 2% Black, 1% Asian, 1% Mixed. |
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| 66% Female, 32% Male, 2% Not Specified. 83% White, 8% Asian, 4% Black, 3% Not |
| Specified, 2% Mixed. |
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| 76% Male, 19% Female, 5% Not specified. |
| 66% White, 17% Asian, 8% Black, 7% Not Specified, 2% Mixed. |
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| 58% Female, 39% Male, 3% Not Specified. |
| 69% White, 14% Asian, 7% Black, 6% Not Specified, 4% Mixed. |
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| 52% Male, 45% Female, 3% Not Specified. |
| 80% White, 8% Asian, 6% Not Specified, 3% Black, 3% Mixed. |
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| Medical professionals N. 589 | 58% Female, 40% Male, 2% Not Specified. |
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| This group is made up of 589 people in Medical positions. They are aged between 20-64 years. | 82% White, 11% Asian, 4% Not Specified, 2% Black, 1% Mixed. |
| They completed the Watson Glaser between June 2011 and March 2016. | |
| Retail Sales N. 437 | 59% Male, 38% Female, 3% Not Specified. |
| This group is made up of 437 people in Retail Sales. They are aged between 16-64 years. | 75% White, 13% Asian, 5% Black, 5% Not Specified, 2% Mixed. |
| They completed the Watson Glaser between June 2011 and March 2016. | |
| Self Employed N. 506 | 58% Male, 39% Female, 3% Not Specified. |
| This group is made up of 506 people who are Self Employed. They are aged between 16-64 years. | 78% White, 13% Asian, 4% Not Specified, 3% Black, 2% Mixed. |
| They completed the Watson Glaser between June 2011 and March 2016. | |
| Teachers N. 367 | 52% Male, 45% Female, 3% Not Specified. |
| This group is made up of 367 Teachers. They are aged between 20-64 years. | 76% White, 8% Asian, 7% Black, 7% Not Specified, 2% Mixed. |
| They completed the Watson Glaser between June 2011 and March 2016. | |
| Transportation N. 209 | 72% Male, 26% Female, 2% Not Specified. |
| This group is made up of 209 people in Transportation roles. They are aged between 16-64 years. | 83% White, 9% Asian, 3% Mixed, 3% Not Specified, 2% Black. |
| They completed the Watson Glaser between June 2011 and March 2016. | |
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| Position Norm Groups | Gender and Ethnicity Breakdown |
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| Directors N. 1198 This group is made up of 1198 people in Director roles. They are aged between 20-64 Years, the majority (76%) being between the ages of 40-59 years. They completed the Watson Glaser between June 2011 and March 2016. | 64% Male, 32% Female, 4% Not Specified. 86% White, 6% Not Specified, 5% Asian, 2% Black, 1% Mixed. |
| Senior Managers N. 933 This group is made up of 933 people in Senior Managers roles. They are aged between 20-64 years. They completed the Watson Glaser between June 2011 and March 2016. | 56% Male, 40% Female, 4% Not Specified. 82% White, 8% Asian, 6% Not Specified, 2% Black, 2% Mixed. |
| Managers N. 1476 This group is comprised of 1476 people in managerial roles who took the Watson Glaser. They are aged between 20-64 years. They completed the test between June 2011 and March 2016. | 53% Male, 43% Female, 4% Not Specified. 81% White, 8% Asian, 6% Not Specified, 4% Black, 1% Mixed. |
| Professional contributors N. 7274 This group is made up of 7274 professional contributors. They are aged 16-64 years. They completed the Watson Glaser between June 2011 and March 2016. | 50% Male, 46% Female, 4% Not Specified. 73% White, 13% Asian, 8% Not Specified, 4% Black, 2% Mixed. |