
Financial Manager (Branch or Department)

Name: John Sample

Date of Testing: 12/03/2010

Organization: Pearson Sample Corporation

Introduction

This report provides information about a candidate's potential fit for the position of financial manager. Financial managers typically perform the following activities:

- Build and maintain customer relationships
- Resolve customer and operational problems
- Develop strategies and monitor progress to meet and exceed department/branch goals and objectives
- Plan and coordinate employee activities
- Ensure that financial policies and procedures are followed
- Recruit staff and oversee HR processes including training, performance reviews, disciplinary actions, etc.
- Coach and develop employees in the areas of customer service, teamwork, and meeting sales/service objectives

This report includes information related to the candidate's potential to perform these types of activities, based on an assessment of the candidate in two key areas:

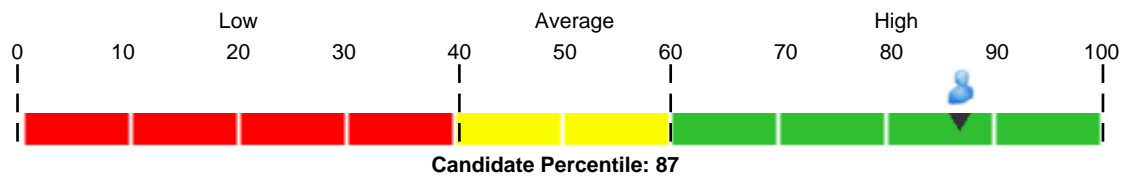
- Critical Thinking – decision making, sound reasoning, and logic
- Work Style Compatibility – the match between work behaviors and job requirements

Research by the Department of Labor has found that critical thinking ability and the work styles measured in this assessment are important for successful performance as a financial manager. Financial managers with a high level of critical thinking ability are able to accurately evaluate situations and make logical decisions when faced with complex or ambiguous information. Similarly, financial managers with certain work styles (e.g., leadership orientation, cooperation, social orientation) are able to better meet the demands and expectations of the role.

For more information on use of this report for employee selection, please consult the [User's Guide for Occupational Solution: Financial Manager.](#)



Overall Fit



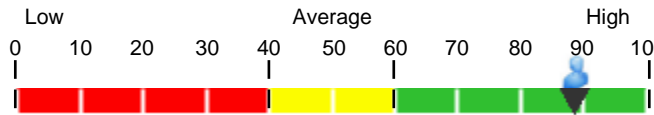
Score Interpretation

The overall fit score is based on a combination of critical thinking ability and work styles that are critical for a financial manager.

This candidate's overall fit score is in the high (green) range. Based on this score, it is likely that the candidate is a good fit for a financial manager position.

Critical Thinking

Is likely to struggle with tasks that require critical thinking skills



Is likely to excel in tasks that require critical thinking skills

Candidate Percentile: 89

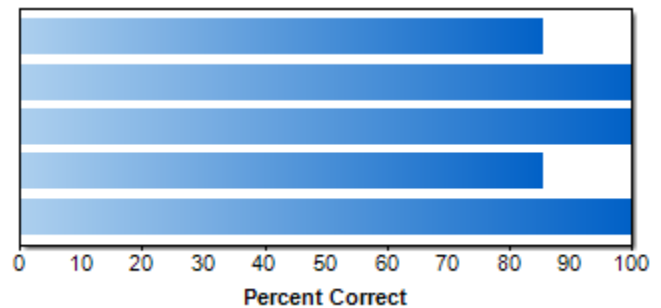
Score Interpretation

This candidate's score was higher than or equal to 89% of the scores in a sample group of financial managers. This individual is likely to excel with the type of critical thinking involved in complex analysis and decision making. Specifically, relative to other financial managers, this individual is likely to:

- Define complex problems and situations clearly and objectively
- Readily identify subtle and obvious information needed to enhance decision-making or problem-solving effectiveness
- Apply sound logic and reasoning when analyzing information
- Consistently draw accurate conclusions from information
- Develop strong arguments for the support of ideas

Critical Thinking Subscales

	Score	% Correct
Inference	6	86
Recognition of Assumptions	8	100
Deduction	9	100
Interpretation	6	86
Evaluation of Arguments	9	100

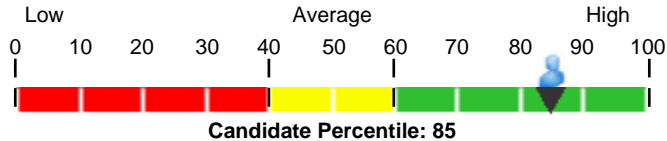


*The graph above provides a profile of relative strengths and weaknesses on the subscales comprising the critical thinking score. However, because each subscale contains fewer items, the subscale scores tend to be less reliable than the overall score. It is the overall critical thinking score that yields a consistent or reliable measure of critical thinking ability.



Work Style Compatibility

Low compatibility with the work styles required for success as a financial manager



High compatibility with the work styles required for success as a financial manager

Score Interpretation

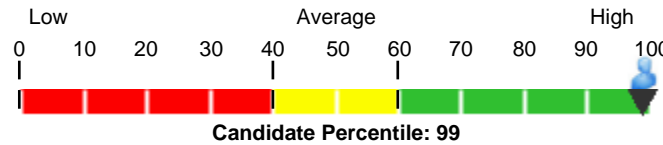
This candidate obtained a Work Style Compatibility percentile score of 85. This score indicates that the candidate is a good fit based on the work styles required for successful performance as a financial manager.

Work Styles

Achievement Orientation

Achievement/Effort

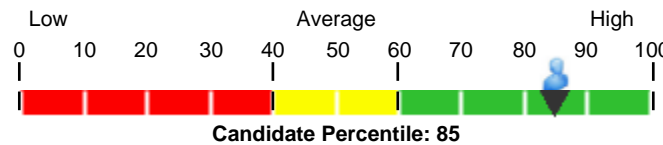
Is unlikely to set challenging work goals and may exert a low level of effort toward achievement of goals



Is likely to establish, maintain, and exert extensive effort toward achievement of challenging work goals

Initiative

Is likely to have little interest in volunteering for or taking on new work responsibilities or challenges

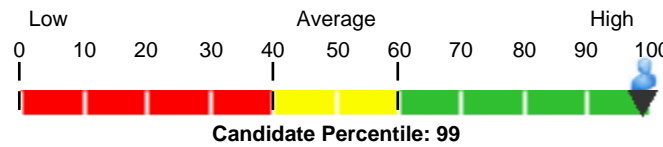


Enjoys taking on new or additional work responsibilities and challenges

Social Influence

Leadership Orientation

Is likely to have little interest in taking charge or directing and leading others; may be hesitant to offer opinions

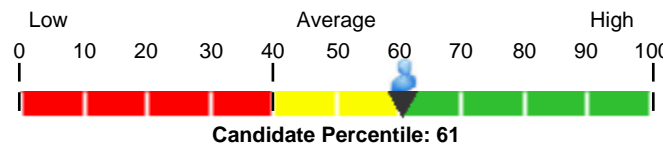


Is prone to taking charge, leading others, and offering opinions; very high scores may push others too firmly

Independence

Independence

Is likely to have to rely on others to define tasks and procedures; may not deal effectively with ambiguity; may prefer working under close supervision

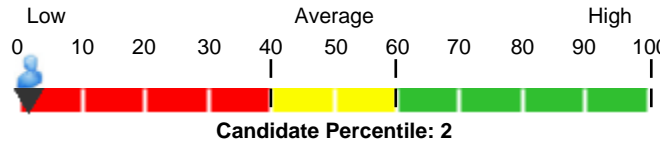


Prefers freedom to guide self with little or no supervision and develop own way of doing things; deals effectively with ambiguity; very high scores may be uncomfortable with supervision

Interpersonal Orientation

Cooperation

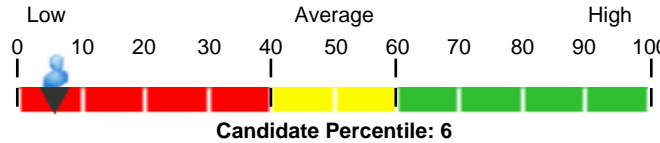
May not be consistently pleasant, good-natured, or cooperative.



Is likely to consistently demonstrate a pleasant, good-natured, and cooperative attitude with others on the job.

Concern for Others

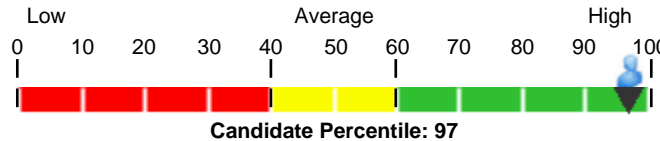
May miss opportunities to demonstrate sensitivity, caring, and support for others on the job.



Is highly sensitive to the needs and feelings of others and highly supportive; very high scores may hesitate to deliver tough messages.

Social Orientation

Is likely to prefer working alone or in small groups and to be indifferent as to whether work colleagues are personal friends.

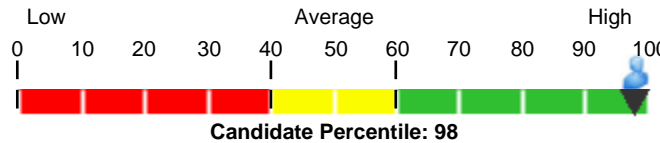


Enjoys working with others on the job and having work colleagues as friends; very high scores may be uncomfortable working alone.

Practical Intelligence

Innovation

Is likely to be more conventional than creative in addressing work-related issues or problems

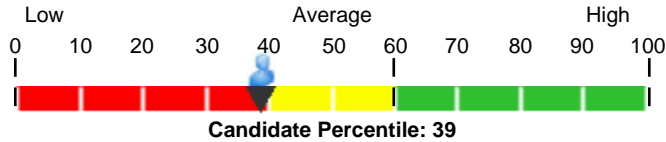


Enjoys producing new or creative ideas for addressing work-related issues or problems

Adjustment

Self-Control

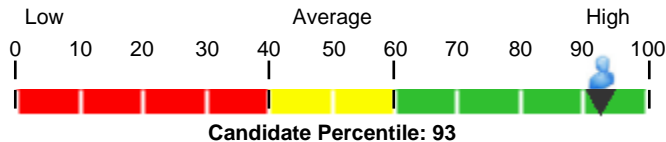
May not maintain composure as consistently as peers; may be prone toward open displays of emotion



Is likely to maintain composure and control anger, even in very difficult situations

Stress Tolerance

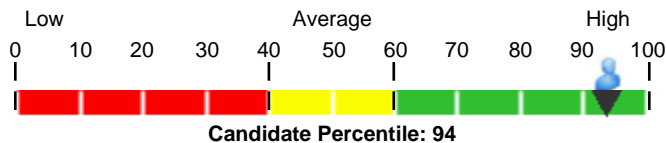
May have little tolerance for criticism, or for stress imposed by other people or circumstances



Is likely to accept criticism well and remain calm even when facing high pressure or stress imposed by other people or circumstances

Adaptability/Flexibility

Is not likely to enjoy or look forward to change or variety in the workplace

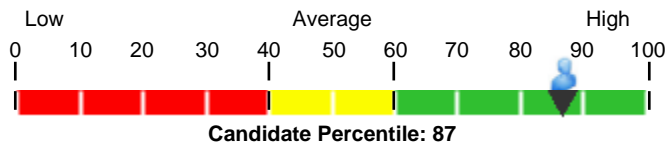


Enjoys and looks forward to change and variety in the workplace

Conscientiousness

Dependability

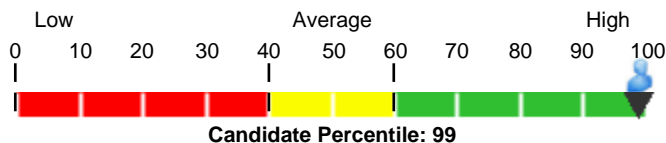
May be inconsistent or casual about fulfilling job and work obligations



Is likely to consistently fulfill job and work obligations

Attention to Detail

Is likely to prefer tasks and issues that require a more global focus to those that require high attention to detail

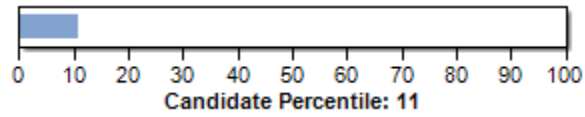


Enjoys and is likely to excel at tasks that require a strong focus on detail and a need for thoroughness

Unlikely Virtues

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Acknowledged self-limitations in responses; not concerned about making a positive impression



Minimized self-limitations in responses; appears concerned about making a positive impression

Note. The Work Style scores should be interpreted with caution if the Unlikely Virtues percentile score is higher than or equal to 95.