



Axiometrics International, Inc.

“Changing the World and the Future”

Applicant Interview Guide

Prepared for:

Sample Demo

- *This material is confidential and personal.*
- *Please do not read this report unless authorized to do so.*
- *The content should not be used as the sole source for decisions regarding hiring, placement, career moves or termination.*

Nashville, Tennessee

Voice: 615.870.1752

Fax: 615.870.1807

E-Mail: Info@axiometricsinternational.com

Web: <http://www.axiometricsinternational.com>

1/17/2005 2:10:00 PM
95E1_4C9B

This entire document is subject to the following statement:

Copyright © 2002- 2005 – Axiometrics International, Inc. All rights reserved.

Applicant Interview Guide **SUMMARY**

ATTITUDES:

- Perfectionistic, insists on doing things right
- Optimistic about self and world
- Optimistic, positive attitude toward others
- Cautious, hesitant attitude toward getting things done

PROBLEM SOLVING:

- Practical Problem Solver
- Good intuitive insights, 'gut instincts'
- Good analytical, conceptual thinking and organizing
- Proactive thinking, focuses on consequences

SELF IMAGE:

- Goal directed
- Persistent, insistent
- No fear of failure or success
- Doubts and questions about what they are doing

MOTIVATORS:

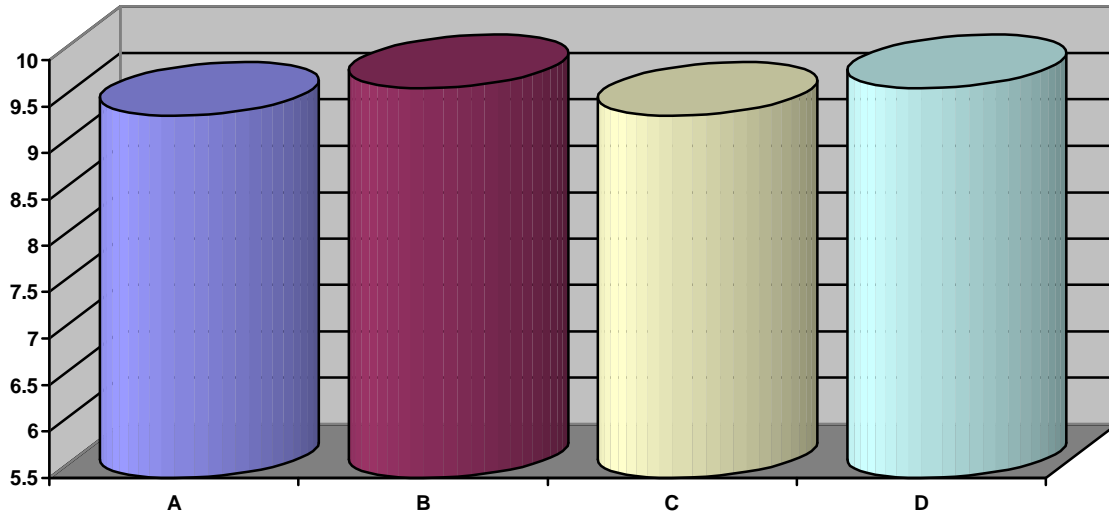
- Sense of mission, personal goals
- Sense of commitment to organization or team goals

STRESSORS:

- Lacks resistance to stress, can lead to physical symptoms

Applicant Interview Guide

GLOBAL GRAPH



Low Risk (Excellent ability to utilize the capacity and translate the talent into decisions; reduces the potential for errors and mistakes)	8.8 to 10.0
Situational Risk (Very good ability to utilize the capacity especially in well defined areas; however, there are specific situations that can interfere with the translation into decisions)	8.5 to 8.79
Conditional Risk (Limited access to the capacity indicating actual conditions that will increase the potential for mistakes and errors and restrict the transfer into decisions)	8.2 to 8.49
Real Risk (Restricted access to the capacity indicating the ability is consistently unavailable and individuals are subject to mistakes and errors in judgment)	6.0 to 8.19

A) Works With Others (Low Risk) — This capacity measures the ability to see and appreciate the needs and interests of others and the ability to deal with others in a concerned but objective manner.
B) Gets Things Done (Low Risk) — This section measures the ability of an individual to focus energy on tasks and follow them to completion dealing with the stresses and strains without losing freedom of action.
C) Knows What To Do (Low Risk) — This capacity measures a person's ability to decide what issues are relevant and need attention including intuitive insights, practical, common sense and conceptual abilities.
D) Job Related Attitudes (Low Risk) — This capacity measures a person's general work ethic and work attitudes indicating ability and willingness to take direction and work within organizational standards.

Applicant Interview Guide

PRIORITIZED CORE STRENGTHS

Proactive, Conceptual Thinking: (Knowing What To Do) (WE-8B)-Excellent Potential

A combination of focus and attention on conceptual, long range thinking creates awareness on consequences of actions.

Attitude Toward Others: (Working With Others) (WE-2A)-Excellent Potential

Positive, open attitude toward others generates genuine concern about the needs and interests of others

Willing To Follow Directions: (Job Related Attitudes) (WE-14A)-Excellent Potential

An appreciation for system and organization builds respect for and attention to following directions and policies.

Persistence: (Ability to Get Things Done) (WE-10A)-Excellent Potential

Strong personal commitment to stay on track and complete goals and tasks regardless what happens.

Common Sense Thinking: (Knowing What To Do) (WE-5B)-Excellent Potential

The ability to see and understand in practical common sense ways is combined with a cautious, 'show me' attitude.

Doing Things Right: (Job Related Attitudes) (WE-13B)-Excellent Potential

The ability to focus on doing things right is couched in a tendency to covertly or overtly get around standards.

Self Confidence: (Ability To Get Things Done) (WE-12C)-Excellent Potential

Awareness of social and role image combined with anxiety and uncertainty about which role is best.

PRIORITIZED DEVELOPMENT COMMENTS

Sensitivity To Others: (Working With Others) (WEI-4A)-Low Risk

Excessive sensitivity to what others think or say potentially making it difficult to address difficult issues.

Insight Into Others: (Working With Others) (WEI-1A)-Low Risk

Tends to be too optimistic about and sensitive to others; may try too hard to satisfy needs of customers.

Consistency: (Ability To Get Things Done) (WEI-11A)-Low Risk

Inconsistent feelings about social/role image can lead them to shift from demanding too much to demanding too little.

Applicant Interview Guide
PRIORITIZED INTERVIEW NOTES

Sensitivity To Others: (Working With Others) (WEI-4A)-Low Risk

They are susceptible to opinions of others and may overlook inappropriate behavior on the part of people whom they feel close to. Test their ability to hold on to their beliefs and to respond consistently under pressure.

Insight Into Others: (Working With Others) (WEI-1A)-Low Risk

They tend to talk too much and to spend too much time on personal issues. Test their ability to deal with personal conflict, their ability to draw a distinction between personal issues and work related issues.

Consistency: (Ability To Get Things Done) (WEI-11A)-Low Risk

Be careful not to over sell and hype your organization and your job opening. These individuals are not certain about what they want to do. Paint both the benefits and the realities of what you expect from them.