** SAMPLE SALES POSITION FOR PXT SELECT **

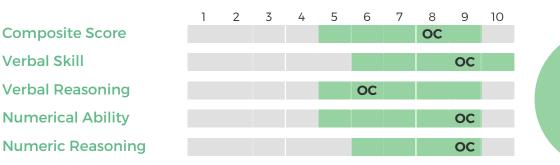
Oliver Chase

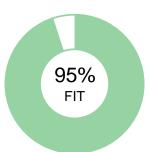
OVERALL FIT:

79%

Performance Model = highlighted boxes; Oliver's placement = his initials

THINKING STYLE





BEHAVIORAL TRAITS



Pace

Sociability

Conformity

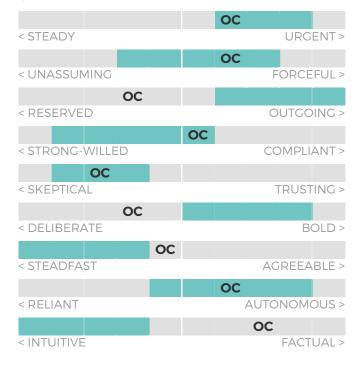
Outlook

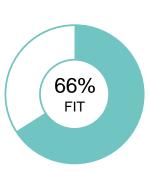
Decisiveness

Accommodation

Independence

Judgment





INTERESTS

OLIVER in rank order TECHNICAL CREATIVE

FINANCIAL/ADMIN ENTERPRISING

TIED

PEOPLE SERVICE

MECHANICAL

PERFORMANCE MODEL in rank order

ENTERPRISING
PEOPLE SERVICE
CREATIVE

