



# **HILL Competence Analysis**

13.09.2022

# **Evaluation**

ID: 8020





ID: 8020

### **DYNAMIC**

Contact	Behav	<i>r</i> ior
---------	-------	--------------

extroverted, superficial	1	2	3	4	5	6	7	8	9	10	introverted, bonding
Total						-					
Behavior								-			
Mood					-	•					
Self-image											
Close contacts											
New contacts				_							

### **Goal/Conflict Management**

assertive, dominant	1	2	3	4	5	6	7	8	9	10	compliant, consensual
Total											
Behavior			-								
Mood				_							
Self-image				_							
Close contacts			-								
New contacts				_							

### **Level of Activity**

offensive, action-oriented	1	2	3	4	5	6	7	8	9	10	temporising, considered
Total											
Behavior									_		
Mood								-			
Self-image						-					
Close contacts								-			
New contacts									_		

### **Risk Orientation**

risky, reckless	1	2	3	4	5	6	7	8	9	10	careful, steady
Total											
Behavior						-					
Mood				_							
Self-image					_						
Close contacts						-					
New contacts					-						





ID: 8020

### **SOCIAL COMPETENCE**

<b>Social Orientation</b>
---------------------------

selfish, determined	1	2	3	4	5	6	7	8	9	10	selfless, service-oriented
Total											
Behavior											
Mood			-								
Self-image											
Close contacts		_									
New contacts					_						

### **Object/Subject Focus**

fact-oriented, rational	1	2	3	4	5	6	7	8	9	10	person-oriented, empathic
	•	_	Ü	_	Ü	Ü	,		,	10	person onemed, empatric
Total											
Behavior											
Mood	_										
Self-image											
Close contacts											
New contacts											

### **Communication Style**

open-minded, direct	1	2	3	4	5	6	7	8	9	10	reserved, diplomatic
Total						-					
Behavior				-							
Mood							-				
Self-image						-					
Close contacts					_						
New contacts					-						

### **Expectation Attitude**

distrustful, watchful	1	2	3	4	5	6	7	8	9	10	trusting, credulous
Total						-					
Behavior						-					
Mood					-						
Self-image					_						
Close contacts								-			
New contacts				_		•					





ID: 8020

### **PSYCHOLOGICAL CONSISTENCY**

**Tendency of Mood** 

balanced, controlled	1	2	3	4	5	6	7	8	9	10	sensitive, erratic
Total							_				
Behavior							_				
Mood							_				
Self-image							_				
Close contacts							_				
New contacts								_			

#### **Self-Estimation**

self-assured, presumptuous	1	2	3	4	5	6	7	8	9	10	self-critical, reflecting
Total							-				
Behavior							_				
Mood								-			
Self-image								_			
Close contacts							_				
New contacts							_				

### **Tension Level**

tense, energetic	1	2	3	4	5	6	7	8	9	10	relaxed, phlegmatic
Total											
Behavior											
Mood				_							
Self-image					_						
Close contacts				_							
New contacts											

### **Self Regularization**

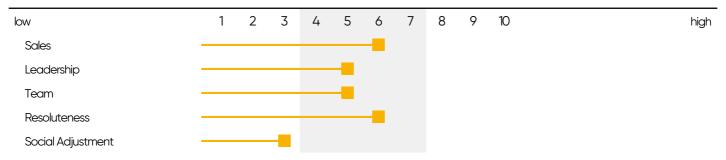
disciplined, pedantic	1	2	3	4	5	6	7	8	9	10	easygoing, chaotic
Total							-				
Behavior						-					
Mood							-				
Self-image						-					
Close contacts					_	-					
New contacts								_			





ID: 8020

### **Potentials**



### **Response distribution**

**	+	-		?
35	92	126	35	0

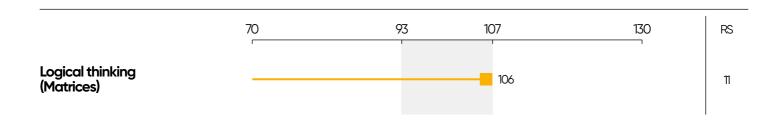
Processing time: 0:31





# ABILITY PROFILE

ID: 8020



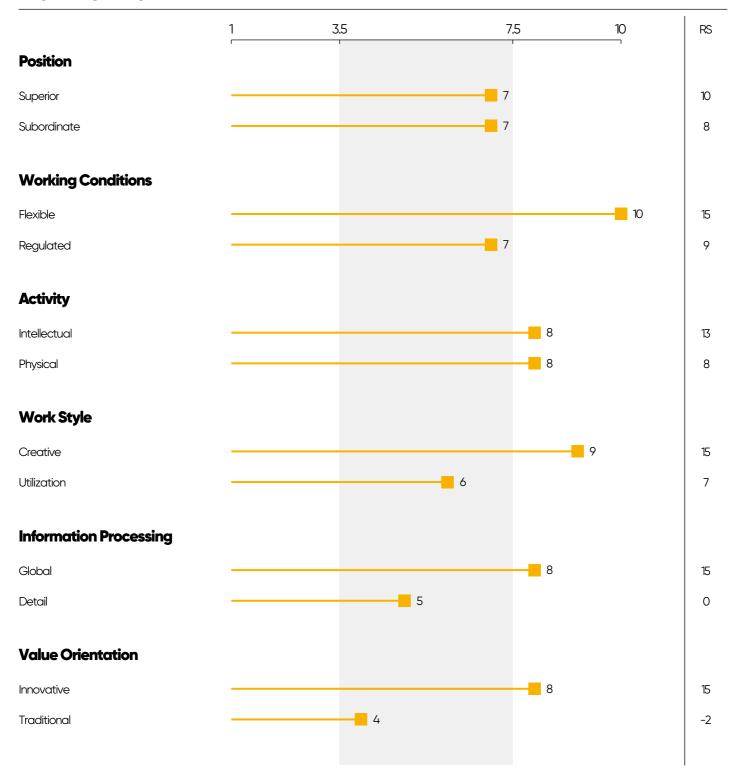




### OCCUPATIONAL INTEREST PROFILE

ID: 8020

### **WORKING PLACE**



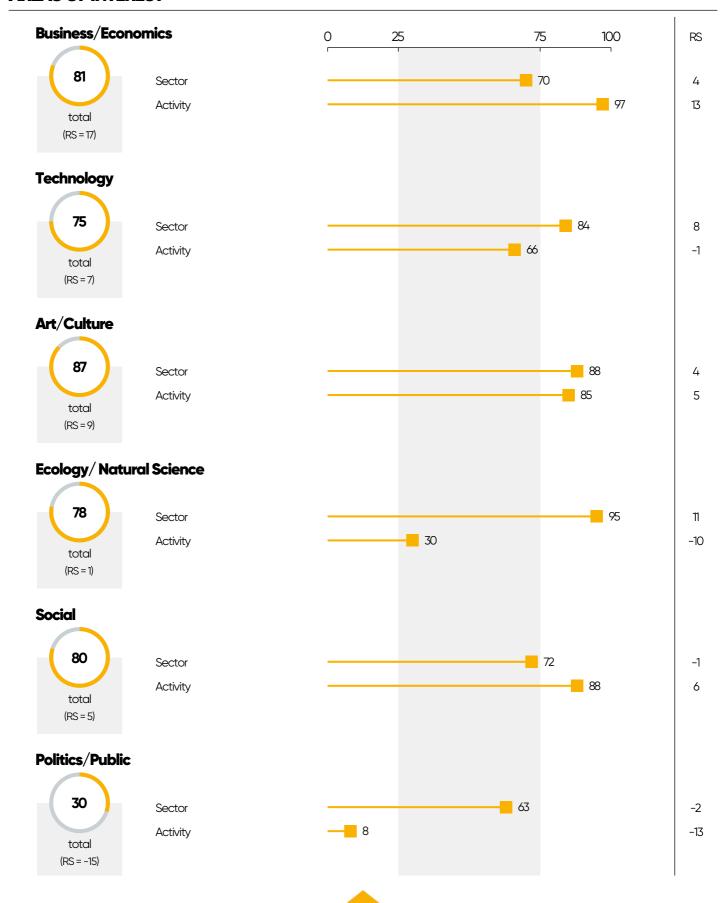




### OCCUPATIONAL INTEREST PROFILE

ID: 8020

### **AREAS OF INTEREST**

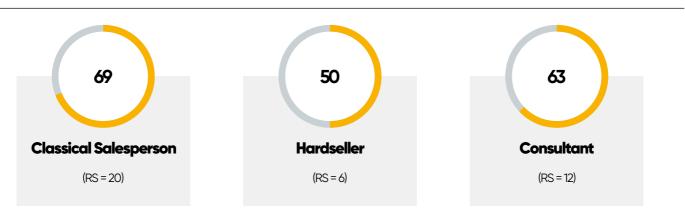




### SALES STYLE

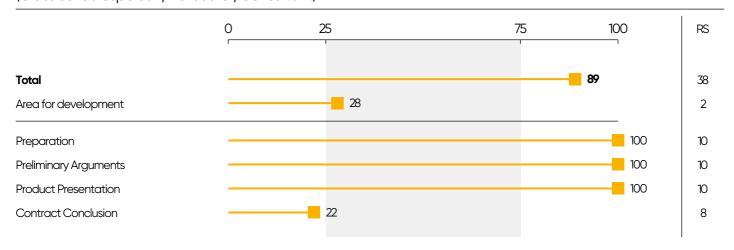
ID: 8020

### PREFERRED SALES STRATEGY TOTAL



#### **SALES KNOW-HOW TOTAL**

(Classical Salesperson, Hardseller, Consultant)



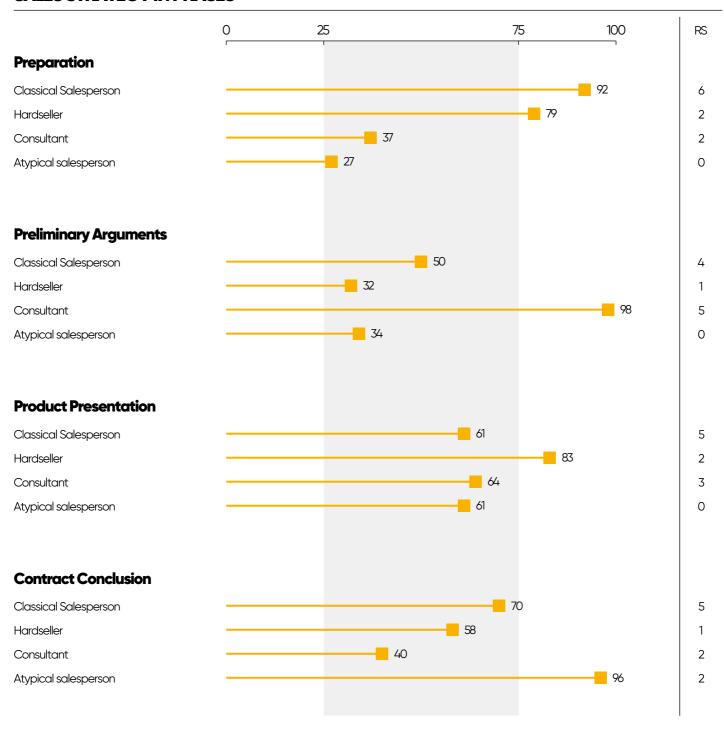




### SALES STYLE

ID: 8020

### **SALES STRATEGY IN PHASES**



Social Desirability: 2





### MANAGEMENT ANALYSIS

ID: 8020

#### **MANAGEMENT METHOD**

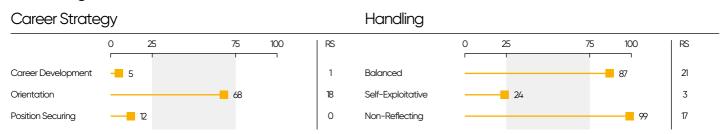


#### **MANAGEMENT STYLE**



#### **MANAGEMENT ANALYSIS IN DETAIL**

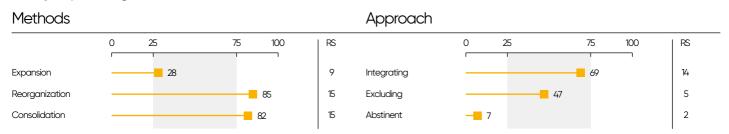
#### **Self Management**



#### **Team Management**



#### **Company Management**



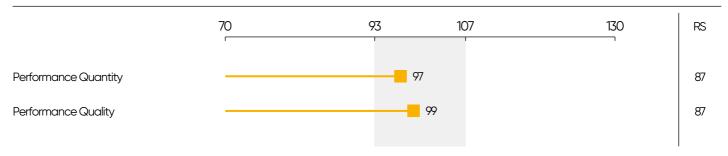


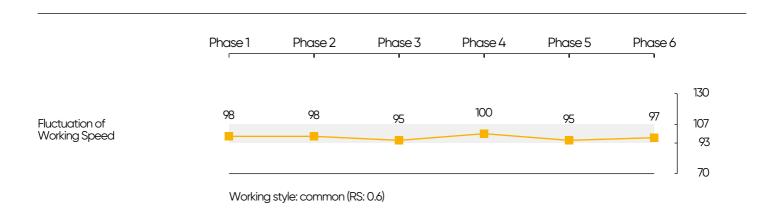


### PERFORMANCE AND CONCENTRATION

ID: 8020

### within 6 intervals of 30 seconds each (3 minutes total)





### Error analysis in detail

	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6	total
number of processed tasks	13	15	14	16	14	15	87
number of errors	0	0	0	0	0	0	0
number of errors "pair" (omission)	0	0	0	0	0	0	0
number of errors "no pair" (confusion)	0	0	0	0	0	0	0
percentage of errors	0	0	0	0	0	0	0

