

We are proud to announce a new benchmarking program for our personality profile.

The below benchmarks are standard and may be used to benchmark your applicants. On the personality profile testing page there is **now** a box named **BM#** in which the applicant types in the benchmark number from the below list to be run against. If you do not wish to use a benchmark or have a custom benchmark this box is left empty. You will use your main Auth code to run these reports.

Only one BM# may be used per test and only on the personality profile.

If you have custom benchmarks you would have the applicant leave the BM# blank and use your custom Auth code to run your custom benchmark.

If you need a custom benchmark please go to http://www.brgmain.com/setup/plus32_benchmark_design.htm And create your own. We will place it in a new auth code for you.

Plus-32 support - 1-800-671-1868 - Fax - 1-888-575-6384
Website <http://www.plus32.com> Email brgs@mindspring.com

A Sample email to your applicants:

Dear Bob,
Please visit our testing site at www.employmenttest.com and take the following test(s) that are marked (*) below.

- 1- Personality Profile
- 2- Sales Test
- 3- IQ test
- 4- Math & Verbal skill test

Please use the **Authorization code:** _____ and ____ **for the BM# Be sure to type in both correctly.**

***Attention**, only take the marked (*) test/tests above. The results will **not** be sent to you. We will follow up with you after we receive the results.

Thank you,

Plus-32 Benchmark files

#1 Accountant C\A – C\D		#2 Clerical C\D – C\A – D\C	
STRESS MANAGEMENT	From 8 To 15	STRESS MANAGEMENT	From 7 To 15
SENSITIVITY	From 4 To 12	SENSITIVITY	From 2 To 10
COMPASSION LEVEL	From 7 To 12	COMPASSION LEVEL	From 2 To 10
PATIENCE LEVEL	From 8 To 15	PATIENCE LEVEL	From 8 To 12
CREATIVE ABILITY	From 0 To 0	CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 0 To 0	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 4 To 10	OUTGOING LEVEL	From 6 To 10
INTERACTION LEVEL	From 10 To 15	INTERACTION LEVEL	From 10 To 15
ANALYTICAL LEVEL	From 8 To 15	ANALYTICAL LEVEL	From 6 To 12
DETAILED LEVEL	From 9 To 15	DETAILED LEVEL	From 7 To 12
DECISION LEVEL	From 5 To 10	DECISION LEVEL	From 6 To 12
INDEPENDENT LEVEL	From 9 To 15	INDEPENDENT LEVEL	From 9 To 15
PERSUASIVE LEVEL	From 8 To 15	PERSUASIVE LEVEL	From 0 To 0
AGGRESSIVE LEVEL	From 5 To 15	AGGRESSIVE LEVEL	From 4 To 8
STUBBORN LEVEL	From 2 To 8	STUBBORN LEVEL	From 2 To 7
GOAL SETTING LEVEL	From 10 To 15	GOAL SETTING LEVEL	From 0 To 0
TIME MANAGEMENT	From 7 To 15	TIME MANAGEMENT	From 6 To 15
CONFIDENCE LEVEL	From 10 To 15	CONFIDENCE LEVEL	From 10 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type C/A	PERSONALITY TYPE	Type C/D

#3 Computer Operator C\D – C\A		#4 Customer Service A\B – C\A	
STRESS MANAGEMENT	From 6 To 15	STRESS MANAGEMENT	From 6 To 15
SENSITIVITY	From 4 To 9	SENSITIVITY	From 6 To 15
COMPASSION LEVEL	From 8 To 12	COMPASSION LEVEL	From 6 To 10
PATIENCE LEVEL	From 8 To 12	PATIENCE LEVEL	From 6 To 10
CREATIVE ABILITY	From 8 To 12	CREATIVE ABILITY	From 7 To 15
ARTISTIC ABILITY	From 6 To 12	ARTISTIC ABILITY	From 5 To 15
OUTGOING LEVEL	From 6 To 10	OUTGOING LEVEL	From 7 To 13
INTERACTION LEVEL	From 9 To 15	INTERACTION LEVEL	From 10 To 15
ANALYTICAL LEVEL	From 7 To 11	ANALYTICAL LEVEL	From 6 To 12
DETAILED LEVEL	From 7 To 12	DETAILED LEVEL	From 8 To 12
DECISION LEVEL	From 5 To 10	DECISION LEVEL	From 5 To 9
INDEPENDENT LEVEL	From 8 To 12	INDEPENDENT LEVEL	From 8 To 12
PERSUASIVE LEVEL	From 7 To 11	PERSUASIVE LEVEL	From 8 To 15
AGGRESSIVE LEVEL	From 7 To 11	AGGRESSIVE LEVEL	From 8 To 12
STUBBORN LEVEL	From 5 To 9	STUBBORN LEVEL	From 5 To 9
GOAL SETTING LEVEL	From 6 To 15	GOAL SETTING LEVEL	From 8 To 15
TIME MANAGEMENT	From 7 To 15	TIME MANAGEMENT	From 7 To 15
CONFIDENCE LEVEL	From 10 To 15	CONFIDENCE LEVEL	From 10 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type C/D	PERSONALITY TYPE	Type A/B

Plus-32 Benchmark files

#5 Designer A\E – B\E – C\E		#6 Franchisee owner A\C – C\A	
STRESS MANAGEMENT	From 8 To 15	STRESS MANAGEMENT	From 7 To 15
SENSITIVITY	From 6 To 12	SENSITIVITY	From 2 To 6
COMPASSION LEVEL	From 4 To 9	COMPASSION LEVEL	From 2 To 9
PATIENCE LEVEL	From 8 To 12	PATIENCE LEVEL	From 4 To 9
CREATIVE ABILITY	From 9 To 15	CREATIVE ABILITY	From 8 To 15
ARTISTIC ABILITY	From 7 To 15	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 8 To 12	OUTGOING LEVEL	From 5 To 10
INTERACTION LEVEL	From 9 To 15	INTERACTION LEVEL	From 9 To 15
ANALYTICAL LEVEL	From 9 To 13	ANALYTICAL LEVEL	From 8 To 15
DETAILED LEVEL	From 9 To 13	DETAILED LEVEL	From 8 To 15
DECISION LEVEL	From 5 To 9	DECISION LEVEL	From 5 To 9
INDEPENDENT LEVEL	From 9 To 13	INDEPENDENT LEVEL	From 9 To 15
PERSUASIVE LEVEL	From 6 To 15	PERSUASIVE LEVEL	From 9 To 15
AGGRESSIVE LEVEL	From 8 To 12	AGGRESSIVE LEVEL	From 9 To 15
STUBBORN LEVEL	From 4 To 8	STUBBORN LEVEL	From 6 To 10
GOAL SETTING LEVEL	From 8 To 15	GOAL SETTING LEVEL	From 9 To 15
TIME MANAGEMENT	From 9 To 15	TIME MANAGEMENT	From 9 To 15
CONFIDENCE LEVEL	From 12 To 15	CONFIDENCE LEVEL	From 12 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type A/E	PERSONALITY TYPE	Type A/C

#7 Installer C\A – C\D		#8 Labor D\C – C\D	
STRESS MANAGEMENT	From 8 To 15	STRESS MANAGEMENT	From 6 To 15
SENSITIVITY	From 3 To 12	SENSITIVITY	From 0 To 0
COMPASSION LEVEL	From 3 To 12	COMPASSION LEVEL	From 0 To 0
PATIENCE LEVEL	From 8 To 12	PATIENCE LEVEL	From 8 To 15
CREATIVE ABILITY	From 5 To 15	CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 0 To 0	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 6 To 12	OUTGOING LEVEL	From 4 To 10
INTERACTION LEVEL	From 10 To 15	INTERACTION LEVEL	From 10 To 15
ANALYTICAL LEVEL	From 10 To 15	ANALYTICAL LEVEL	From 6 To 15
DETAILED LEVEL	From 10 To 15	DETAILED LEVEL	From 8 To 0
DECISION LEVEL	From 5 To 9	DECISION LEVEL	From 0 To 0
INDEPENDENT LEVEL	From 10 To 15	INDEPENDENT LEVEL	From 0 To 0
PERSUASIVE LEVEL	From 10 To 15	PERSUASIVE LEVEL	From 0 To 0
AGGRESSIVE LEVEL	From 9 To 15	AGGRESSIVE LEVEL	From 5 To 10
STUBBORN LEVEL	From 5 To 9	STUBBORN LEVEL	From 2 To 8
GOAL SETTING LEVEL	From 9 To 15	GOAL SETTING LEVEL	From 0 To 0
TIME MANAGEMENT	From 10 To 15	TIME MANAGEMENT	From 8 To 15
CONFIDENCE LEVEL	From 11 To 15	CONFIDENCE LEVEL	From 10 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type C/A	PERSONALITY TYPE	Type D/C

Plus-32 Benchmark files

#9 Management top A\C – C\A		#10 Management mid C\A – A\C	
STRESS MANAGEMENT	From 9 To 15	STRESS MANAGEMENT	From 8 To 15
SENSITIVITY	From 6 To 12	SENSITIVITY	From 6 To 12
COMPASSION LEVEL	From 2 To 9	COMPASSION LEVEL	From 4 To 9
PATIENCE LEVEL	From 7 To 10	PATIENCE LEVEL	From 7 To 12
CREATIVE ABILITY	From 0 To 0	CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 0 To 0	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 5 To 10	OUTGOING LEVEL	From 7 To 12
INTERACTION LEVEL	From 10 To 15	INTERACTION LEVEL	From 8 To 15
ANALYTICAL LEVEL	From 8 To 15	ANALYTICAL LEVEL	From 8 To 12
DETAILED LEVEL	From 7 To 15	DETAILED LEVEL	From 8 To 12
DECISION LEVEL	From 6 To 8	DECISION LEVEL	From 6 To 9
INDEPENDENT LEVEL	From 8 To 12	INDEPENDENT LEVEL	From 7 To 12
PERSUASIVE LEVEL	From 10 To 15	PERSUASIVE LEVEL	From 8 To 15
AGGRESSIVE LEVEL	From 10 To 15	AGGRESSIVE LEVEL	From 7 To 15
STUBBORN LEVEL	From 4 To 9	STUBBORN LEVEL	From 3 To 8
GOAL SETTING LEVEL	From 9 To 15	GOAL SETTING LEVEL	From 7 To 15
TIME MANAGEMENT	From 9 To 15	TIME MANAGEMENT	From 8 To 15
CONFIDENCE LEVEL	From 12 To 15	CONFIDENCE LEVEL	From 12 To 15
CONSISTENCY LEVEL	From 16 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type A/C	PERSONALITY TYPE	Type C/A

#11 Management low A\C – C\A		#12 Management production C\A	
STRESS MANAGEMENT	From 8 To 15	STRESS MANAGEMENT	From 9 To 15
SENSITIVITY	From 3 To 9	SENSITIVITY	From 2 To 8
COMPASSION LEVEL	From 3 To 10	COMPASSION LEVEL	From 2 To 8
PATIENCE LEVEL	From 8 To 12	PATIENCE LEVEL	From 8 To 15
CREATIVE ABILITY	From 0 To 0	CREATIVE ABILITY	From 5 To 15
ARTISTIC ABILITY	From 0 To 0	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 7 To 10	OUTGOING LEVEL	From 5 To 10
INTERACTION LEVEL	From 8 To 15	INTERACTION LEVEL	From 8 To 15
ANALYTICAL LEVEL	From 7 To 12	ANALYTICAL LEVEL	From 7 To 12
DETAILED LEVEL	From 7 To 12	DETAILED LEVEL	From 9 To 14
DECISION LEVEL	From 5 To 9	DECISION LEVEL	From 7 To 10
INDEPENDENT LEVEL	From 7 To 12	INDEPENDENT LEVEL	From 8 To 15
PERSUASIVE LEVEL	From 7 To 15	PERSUASIVE LEVEL	From 5 To 15
AGGRESSIVE LEVEL	From 6 To 15	AGGRESSIVE LEVEL	From 7 To 12
STUBBORN LEVEL	From 4 To 8	STUBBORN LEVEL	From 4 To 8
GOAL SETTING LEVEL	From 6 To 15	GOAL SETTING LEVEL	From 8 To 15
TIME MANAGEMENT	From 8 To 15	TIME MANAGEMENT	From 8 To 15
CONFIDENCE LEVEL	From 11 To 15	CONFIDENCE LEVEL	From 10 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type A/C	PERSONALITY TYPE	Type C/D

Plus-32 Benchmark files

#13 Management retail C\A – A\C		#14 Store clerk D\C – C\D	
STRESS MANAGEMENT	From 8 To 15	STRESS MANAGEMENT	From 3 To 15
SENSITIVITY	From 7 To 12	SENSITIVITY	From 3 To 12
COMPASSION LEVEL	From 6 To 10	COMPASSION LEVEL	From 3 To 12
PATIENCE LEVEL	From 9 To 15	PATIENCE LEVEL	From 6 To 12
CREATIVE ABILITY	From 7 To 15	CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 0 To 0	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 6 To 10	OUTGOING LEVEL	From 7 To 12
INTERACTION LEVEL	From 10 To 15	INTERACTION LEVEL	From 8 To 15
ANALYTICAL LEVEL	From 8 To 12	ANALYTICAL LEVEL	From 6 To 12
DETAILED LEVEL	From 8 To 12	DETAILED LEVEL	From 7 To 12
DECISION LEVEL	From 7 To 10	DECISION LEVEL	From 5 To 9
INDEPENDENT LEVEL	From 8 To 15	INDEPENDENT LEVEL	From 5 To 12
PERSUASIVE LEVEL	From 8 To 15	PERSUASIVE LEVEL	From 6 To 15
AGGRESSIVE LEVEL	From 7 To 12	AGGRESSIVE LEVEL	From 4 To 10
STUBBORN LEVEL	From 4 To 8	STUBBORN LEVEL	From 2 To 6
GOAL SETTING LEVEL	From 5 To 15	GOAL SETTING LEVEL	From 2 To 15
TIME MANAGEMENT	From 8 To 15	TIME MANAGEMENT	From 6 To 15
CONFIDENCE LEVEL	From 10 To 15	CONFIDENCE LEVEL	From 10 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type C/A	PERSONALITY TYPE	Type D/C

#15 Marketing A\C – C\A – or E		#16 Production D\C – C\D	
STRESS MANAGEMENT	From 8 To 15	STRESS MANAGEMENT	From 5 To 15
SENSITIVITY	From 5 To 12	SENSITIVITY	From 4 To 15
COMPASSION LEVEL	From 3 To 10	COMPASSION LEVEL	From 4 To 10
PATIENCE LEVEL	From 7 To 15	PATIENCE LEVEL	From 7 To 12
CREATIVE ABILITY	From 7 To 15	CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 5 To 15	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 7 To 12	OUTGOING LEVEL	From 6 To 12
INTERACTION LEVEL	From 8 To 15	INTERACTION LEVEL	From 9 To 15
ANALYTICAL LEVEL	From 7 To 12	ANALYTICAL LEVEL	From 6 To 12
DETAILED LEVEL	From 8 To 15	DETAILED LEVEL	From 8 To 14
DECISION LEVEL	From 6 To 8	DECISION LEVEL	From 5 To 10
INDEPENDENT LEVEL	From 7 To 15	INDEPENDENT LEVEL	From 7 To 10
PERSUASIVE LEVEL	From 9 To 15	PERSUASIVE LEVEL	From 0 To 0
AGGRESSIVE LEVEL	From 9 To 12	AGGRESSIVE LEVEL	From 4 To 10
STUBBORN LEVEL	From 2 To 8	STUBBORN LEVEL	From 2 To 7
GOAL SETTING LEVEL	From 9 To 15	GOAL SETTING LEVEL	From 9 To 15
TIME MANAGEMENT	From 9 To 15	TIME MANAGEMENT	From 9 To 15
CONFIDENCE LEVEL	From 12 To 15	CONFIDENCE LEVEL	From 12 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type A/C	PERSONALITY TYPE	Type D/C

Plus-32 Benchmark files

#17 Outside sales B\A – B\E - A\B		#18 Sales B\A – B\E	
STRESS MANAGEMENT	From 5 To 15	STRESS MANAGEMENT	From 3 To 15
SENSITIVITY	From 6 To 15	SENSITIVITY	From 4 To 12
COMPASSION LEVEL	From 5 To 12	COMPASSION LEVEL	From 2 To 12
PATIENCE LEVEL	From 5 To 10	PATIENCE LEVEL	From 2 To 8
CREATIVE ABILITY	From 0 To 0	CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 0 To 0	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 8 To 12	OUTGOING LEVEL	From 9 To 12
INTERACTION LEVEL	From 10 To 15	INTERACTION LEVEL	From 8 To 15
ANALYTICAL LEVEL	From 7 To 12	ANALYTICAL LEVEL	From 5 To 10
DETAILED LEVEL	From 6 To 12	DETAILED LEVEL	From 5 To 15
DECISION LEVEL	From 5 To 9	DECISION LEVEL	From 6 To 12
INDEPENDENT LEVEL	From 8 To 12	INDEPENDENT LEVEL	From 6 To 12
PERSUASIVE LEVEL	From 8 To 15	PERSUASIVE LEVEL	From 9 To 15
AGGRESSIVE LEVEL	From 8 To 15	AGGRESSIVE LEVEL	From 9 To 15
STUBBORN LEVEL	From 4 To 9	STUBBORN LEVEL	From 1 To 6
GOAL SETTING LEVEL	From 7 To 15	GOAL SETTING LEVEL	From 2 To 15
TIME MANAGEMENT	From 7 To 15	TIME MANAGEMENT	From 5 To 15
CONFIDENCE LEVEL	From 12 To 15	CONFIDENCE LEVEL	From 12 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type B/A	PERSONALITY TYPE	Type B/A

#19 Sales C\A – C\E – C\D		#20 Sales A\B – A\E – A\C	
STRESS MANAGEMENT	From 7 To 15	STRESS MANAGEMENT	From 7 To 15
SENSITIVITY	From 6 To 12	SENSITIVITY	From 5 To 12
COMPASSION LEVEL	From 4 To 12	COMPASSION LEVEL	From 6 To 10
PATIENCE LEVEL	From 8 To 12	PATIENCE LEVEL	From 4 To 8
CREATIVE ABILITY	From 0 To 0	CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 0 To 0	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 6 To 10	OUTGOING LEVEL	From 10 To 13
INTERACTION LEVEL	From 8 To 15	INTERACTION LEVEL	From 11 To 15
ANALYTICAL LEVEL	From 8 To 12	ANALYTICAL LEVEL	From 8 To 12
DETAILED LEVEL	From 8 To 15	DETAILED LEVEL	From 6 To 12
DECISION LEVEL	From 6 To 10	DECISION LEVEL	From 6 To 9
INDEPENDENT LEVEL	From 7 To 12	INDEPENDENT LEVEL	From 10 To 13
PERSUASIVE LEVEL	From 8 To 15	PERSUASIVE LEVEL	From 11 To 15
AGGRESSIVE LEVEL	From 7 To 15	AGGRESSIVE LEVEL	From 11 To 15
STUBBORN LEVEL	From 4 To 8	STUBBORN LEVEL	From 4 To 7
GOAL SETTING LEVEL	From 5 To 15	GOAL SETTING LEVEL	From 5 To 15
TIME MANAGEMENT	From 8 To 15	TIME MANAGEMENT	From 8 To 15
CONFIDENCE LEVEL	From 12 To 15	CONFIDENCE LEVEL	From 11 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type C/A	PERSONALITY TYPE	Type A/B

Plus-32 Benchmark files

#21 Technician D\C – C\D		#22 Service manager C\A – C\E	
STRESS MANAGEMENT	From 6 To 15	STRESS MANAGEMENT	From 6 To 15
SENSITIVITY	From 5 To 12	SENSITIVITY	From 4 To 10
COMPASSION LEVEL	From 4 To 8	COMPASSION LEVEL	From 4 To 10
PATIENCE LEVEL	From 8 To 12	PATIENCE LEVEL	From 6 To 10
CREATIVE ABILITY	From 0 To 0	CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 0 To 0	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 6 To 12	OUTGOING LEVEL	From 7 To 12
INTERACTION LEVEL	From 8 To 15	INTERACTION LEVEL	From 10 To 15
ANALYTICAL LEVEL	From 8 To 12	ANALYTICAL LEVEL	From 8 To 12
DETAILED LEVEL	From 8 To 12	DETAILED LEVEL	From 8 To 14
DECISION LEVEL	From 5 To 8	DECISION LEVEL	From 5 To 9
INDEPENDENT LEVEL	From 6 To 12	INDEPENDENT LEVEL	From 9 To 14
PERSUASIVE LEVEL	From 6 To 15	PERSUASIVE LEVEL	From 7 To 15
AGGRESSIVE LEVEL	From 5 To 10	AGGRESSIVE LEVEL	From 7 To 12
STUBBORN LEVEL	From 4 To 8	STUBBORN LEVEL	From 5 To 9
GOAL SETTING LEVEL	From 5 To 15	GOAL SETTING LEVEL	From 7 To 15
TIME MANAGEMENT	From 7 To 15	TIME MANAGEMENT	From 7 To 15
CONFIDENCE LEVEL	From 10 To 15	CONFIDENCE LEVEL	From 12 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type D/C	PERSONALITY TYPE	Type C/A

#23 Service writer C\A – C\E		#24 Store manager C\A – C\E	
STRESS MANAGEMENT	From 7 To 15	STRESS MANAGEMENT	From 6 To 15
SENSITIVITY	From 7 To 12	SENSITIVITY	From 4 To 10
COMPASSION LEVEL	From 6 To 14	COMPASSION LEVEL	From 4 To 10
PATIENCE LEVEL	From 7 To 14	PATIENCE LEVEL	From 6 To 10
CREATIVE ABILITY	From 0 To 0	CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 0 To 0	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 7 To 14	OUTGOING LEVEL	From 7 To 12
INTERACTION LEVEL	From 8 To 15	INTERACTION LEVEL	From 10 To 15
ANALYTICAL LEVEL	From 7 To 14	ANALYTICAL LEVEL	From 8 To 12
DETAILED LEVEL	From 9 To 14	DETAILED LEVEL	From 8 To 14
DECISION LEVEL	From 6 To 9	DECISION LEVEL	From 5 To 9
INDEPENDENT LEVEL	From 7 To 12	INDEPENDENT LEVEL	From 9 To 14
PERSUASIVE LEVEL	From 8 To 15	PERSUASIVE LEVEL	From 7 To 15
AGGRESSIVE LEVEL	From 8 To 14	AGGRESSIVE LEVEL	From 7 To 12
STUBBORN LEVEL	From 7 To 12	STUBBORN LEVEL	From 5 To 9
GOAL SETTING LEVEL	From 6 To 15	GOAL SETTING LEVEL	From 7 To 15
TIME MANAGEMENT	From 8 To 14	TIME MANAGEMENT	From 7 To 15
CONFIDENCE LEVEL	From 11 To 15	CONFIDENCE LEVEL	From 12 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type C/A	PERSONALITY TYPE	Type C/A

Plus-32 Benchmark files

#25 Tele-prospecting B\A – A\B		#26 Nurse C\A – C\D	
STRESS MANAGEMENT	From 7 To 15	STRESS MANAGEMENT	From 8 To 15
SENSITIVITY	From 2 To 10	SENSITIVITY	From 8 To 12
COMPASSION LEVEL	From 4 To 9	COMPASSION LEVEL	From 9 To 13
PATIENCE LEVEL	From 5 To 9	PATIENCE LEVEL	From 9 To 15
CREATIVE ABILITY	From 0 To 0	CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 0 To 0	ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 9 To 12	OUTGOING LEVEL	From 8 To 12
INTERACTION LEVEL	From 9 To 15	INTERACTION LEVEL	From 10 To 15
ANALYTICAL LEVEL	From 6 To 12	ANALYTICAL LEVEL	From 8 To 13
DETAILED LEVEL	From 6 To 12	DETAILED LEVEL	From 8 To 13
DECISION LEVEL	From 6 To 9	DECISION LEVEL	From 6 To 8
INDEPENDENT LEVEL	From 7 To 12	INDEPENDENT LEVEL	From 9 To 13
PERSUASIVE LEVEL	From 8 To 15	PERSUASIVE LEVEL	From 8 To 15
AGGRESSIVE LEVEL	From 9 To 15	AGGRESSIVE LEVEL	From 7 To 12
STUBBORN LEVEL	From 2 To 9	STUBBORN LEVEL	From 4 To 9
GOAL SETTING LEVEL	From 7 To 15	GOAL SETTING LEVEL	From 8 To 15
TIME MANAGEMENT	From 8 To 15	TIME MANAGEMENT	From 9 To 15
CONFIDENCE LEVEL	From 12 To 15	CONFIDENCE LEVEL	From 12 To 15
CONSISTENCY LEVEL	From 15 To 20	CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	Type B/A	PERSONALITY TYPE	Type C/A

#27 Bank teller C\A – C\D	
STRESS MANAGEMENT	From 8 To 15
SENSITIVITY	From 5 To 12
COMPASSION LEVEL	From 7 To 12
PATIENCE LEVEL	From 9 To 15
CREATIVE ABILITY	From 0 To 0
ARTISTIC ABILITY	From 0 To 0
OUTGOING LEVEL	From 6 To 12
INTERACTION LEVEL	From 10 To 15
ANALYTICAL LEVEL	From 8 To 12
DETAILED LEVEL	From 7 To 12
DECISION LEVEL	From 7 To 10
INDEPENDENT LEVEL	From 8 To 15
PERSUASIVE LEVEL	From 7 To 15
AGGRESSIVE LEVEL	From 6 To 11
STUBBORN LEVEL	From 4 To 8
GOAL SETTING LEVEL	From 7 To 15
TIME MANAGEMENT	From 9 To 15
CONFIDENCE LEVEL	From 10 To 15
CONSISTENCY LEVEL	From 15 To 20
PERSONALITY TYPE	TYPE C / A

Departmental Benchmarks:

We have designed the following groups of benchmarks to use when hiring for a certain department. All the benchmarks will be run in the report. You will receive a separate page for each benchmark in each report. This will allow you to see where the applicant best fits in the department.

Use BM#40 – For Production – used for in house manufacturing
#12 Production manager C/A – A/C
#16 Production worker D/C – C/D
#7 Installer C/A – C/D
#8 Labor D/C – C/D
#21 Technician D/C – C/D

Use BM#41 – For Outside high pressure sales
#9 Management top
#17 Outside sales B/A – B\E – A/B – Fast sale – get the check
#19 Sales C/A – C/D – complex sales that will take some time to make
#25 Telemarketing type sales B/A – A/B

Use BM#42 For retail sales inside
#13 Management retail C/A – A/C – large store
#24 Store manager C/A – C/E – C/D – Small store
#14 Store clerk D/C – C/D – Small store or with the C/A manager
#19 Sales C/A – C/E – C/D – Larger store with the C/A – A/C manager

Use BM#43 For office employees
#10 Management mid C/A – A/C for large office
#11 Management low A/C – C/A for smaller office
#2 Clerical C/D – C/A – D/C
#3 Computer operator C/D – C/A
#1 Accountant C/A – C/D

Use BM#44 for Customer service type positions
#10 Management mid C/A – A/C
#4 Customer service A/B – C/A
#22 Service manager C/A – C/E
#23 Service writer C/A – C/E
#27 Bank teller C/A – C/D

As you see there may be different personalities for the same position. As long as your manager can manage that personality and they have the right character and talent traits they should work out fine.