



LAM Personnel Compumetrics Center

59 Don Matias South St., Don Antonio Heights Subd., Diliman, Quezon City

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www.lampcc.com

PSYCHOLOGICAL EVALUATION REPORT (MCAPEs-SA)

NAME : ROBERTO T. AQUINO
REPORT DATE: May 8,2020
COMPANY : PHOENIX INDUSTRIES
TEST DATE : May 8,2020
REASON FOR REFERRAL: 27 determine his personal qualifications to effectively assume the position of TELESALLES CONSULTANT

TESTS ADMINISTERED:

Verbal/Quantitative Test	Personality Trait Test I
Non-Language Test	Personality Trait Test II
Sales Aptitude Test	Language Usage Test
Sales Motivation Test	Judgment & Comprehension Test
Ingenuity Test	

SUMMARY OF FINDINGS:

ROBERTO T. AQUINO is a man endowed with general mental potentials rated above average. Moreover, if compared to other similarly situated in selling work, his overall intellectual efficiency, as revealed on the job, appears better than average. Above average arithmetic skills are proved to be present. This may be a definitive asset in selling work requiring computations. Adequate competence in grasping symbolic or abstract tasks is noted. In communicating with people in the position, he is likely to be sufficiently effective. He can be quite articulate and ornate in writing or speaking with them, while selling or doing marketing.

His overall aptitude for sales work and marketing functions is comparatively excellent. This is indicative of very high potential in selling work, with promise of maximum job productivity. He manifests a high degree of liking for work that involves having to sell or market. He would show continuing motivation and interest in such occupation, as he feels personally fulfilled. His problem-solving skill for selling problems is generally good. He may be said to be a moderately creative person. So, he could be generally resourceful in his sales presentations/strategies. Approaching situations is done often with practical objectivity.

As a whole, he is sufficiently adaptable to social situations. He likes working with people and enjoys their company quite often. He is usually extroverted and gregarious as an individual. He may be demanding and assertive when necessary. But he can be silent when the situation demands it. Moderate dominance is noted.



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Sufficient tact and poise is revealed at work or with customers. Towards his superiors, he would likely obey and submit, whenever necessary. Unless provoked, little problem is anticipated here.

Enough initiative to work on his own is likely to be exhibited. He is usually confident in facing difficulties in his selling work. Adequate strength or assurance to meet problems is present. Enough optimism and generally good outlook on the job is evident. Generally, he would take risks/chance, if this is quite warranted. Borderline self-sufficiency characterizes his way of deciding. While seeking achievement in sales or other related work, he is likely to aim to do better than others. He is usually ambitious. Generally, he is less persistent in carrying out his sales tasks. Reduced degree of determination is likely to be shown on the job. In doing his selling work, he shows enough stamina and energy. In most work situations, he would exhibit enough concern for his duties. He is generally hardworking and dedicated to his tasks. Moderately stable in his temperament, he will remain sufficiently calm under pressure. His output should be relatively constant.

RECOMMENDATION:

For the position of TELESALLES CONSULTANT, based on his total qualification rating of 61.2, ROBERTO T. AQUINO is considered ADEQUATELY SUITABLE. He is deemed a very good risk for the said position.

LORGENE A. MATA Ph.D., RPsy



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PERSONAL PROFILE CHART

TRAITS	:Very:	Low:	Bel:	Ave:	Abv:	High:	Very:
	:Low :	:Ave:		:Ave:		:High:	
Intellectual potential							X
Intellectual efficiency							X
Quantitative ability							X
Abstract ability							X
Communications skill					X		
Aptitude for selling							X
Motivation for sales/marketing						X	
Problem-solving ability				X			
Resourcefulness/Creativity				X			
Practicality/Realistic thinking				X			
Social adaptability/flexibility				X			
Social aggressiveness					X		
Assertiveness/Dominance				X			
Tactfulness/Social poise				X			
Submission/Deference to authority				X			
Initiative				X			
Self-confidence					X		
Optimism/Enthusiasm				X			
Willingness to take risks				X			
Self-reliance			X	X			
Achievement drive					X		
Perseverance/Endurance			X				
Conscientiousness/Responsibility				X			
Emotional stability under pressure				X			
TOTAL Q-RATING: 61.2							*

* LEGEND:

70.00-99.00:Highly Suitable

35.00-39.99:Minimally Suitable

60.00-69.99:Adequately Suitable

1.00-34.99 :Unsuitable

40.00-59.99:Moderately Suitable