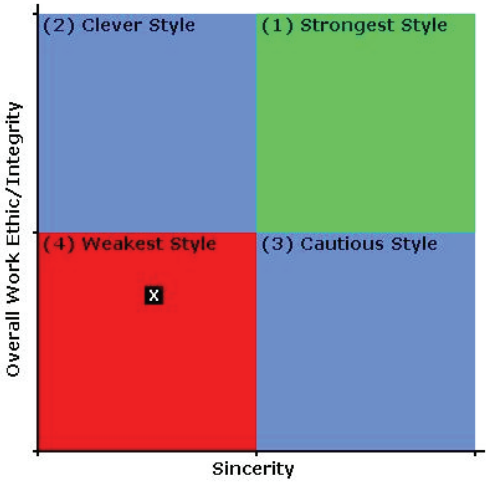
Red: Decline

TraitSet™ Report for Rolland Mall

Work Ethic/Integrity = 79%



TraitSet™	Scores (%)
Conscientious	42
Achievement	79
Organized	33
Integrity	61
Work Ethic/Duty	33
Withholding	*33*
Manipulative	*89*
Anchor Cherry Picking	*10*

TraitSet™ Score	Description/Questions
Withholding - Low	Person is willing to give honest opinions Question: Give me an example of when it would have been better to hide your true feelings.
Conscientious - Average	Person is no more/less conscientious than others who have a job Question: NONE
Achievement - Very High	They are highly driven to excel or achieve (no comment on integrity of approach). Question: What are the limits that you won't go beyond to be successful or make the sale?
Organized - Low	They are quite unorganized in terms of time/work effort (Job history is critical). Question: In what part of your life are you most unorganized? What do you do about it?
Manipulative - Very High	They can be very manipulative and self-serving (clever but may not be dishonest). Question: When others have different ideas, how do you convince them your approach is best?
Integrity - High	Integrity is so important, they may disclose the weaknesses of others. Question: NONE
Work Ethic - Low	A very low sense of work ethic/duty where you will find reasons to "do other things." Question: Can you tell me when you have made a decision about work versus pleasure and it had a bad outcome?