



INTEGRITY. MOTIVATION. ADAPTABILITY. LEADERSHIP.

These characteristics are difficult to measure, but critical to your organization. Through years of hands-on experience, The Plotkin

Group has assembled an all-star line-up of assessments that have proven to be highly predictive, legal and easy to administer. Most are available in English or Spanish in a variety of formats, including paper, Internet and telephone.

INTEGRITY SURVEY: THE STANTON SURVEY

The Stanton Survey is one of the most respected and effective surveys of its kind. Used in any job where theft can occur, it reduces the chance of hiring people who will steal, break company rules and commit other counter-productive behaviors in the workplace.

ATTITUDE SURVEY: THE STANTON PROFILE

The Stanton Profile measures four crucial characteristics: trustworthiness, work motivation, adaptability and service orientation. This tool is especially valuable for employees on the front line, where a positive attitude is key to success.

ATTITUDE & INTERVIEW SURVEY: THE STEP ONE SURVEY®

This basic measure of an applicant's attitudes about integrity, reliability, work ethic and substance abuse can help distinguish dependable candidates from those who are prone to high-risk behaviors.

APTITUDE ASSESSMENT: THE PROFILE XT™

By assessing Thinking Styles, Behavior traits and Occupational interests this instrument helps you hire the "right person for the job" by seeing the "total person". Use it to make smarter hiring/promotion decisions (including key positions), coaching and provide better succession planning. Reports available include hiring, coaching, multi-candidate and succession planning.

360° SURVEY: COMPETENCY FEEDBACK

This full-circle perspective of the manager's job performance incorporates feedback from peers, subordinates and supervisors, allowing individuals to see themselves as others do. It can help them increase their self-awareness, gain valuable insights, develop and achieve their ultimate potential.

SALES PERFORMANCE: SKILLS AND BEHAVIOR

Build a more productive sales force by identifying self-starters with the persistence, drive, energy, relationship skills and selling skills that are essential for top performers. These assessments also measure strength in prospecting, closing, teamwork, qualifying and call reluctance.

BACKGROUND SEARCHES: A CLOSER LOOK

Because past actions are excellent indicators of future performance, background searches can help you lower your liability and reduce your exposure to losses. Use searches to reveal an applicant's true history and credentials.

BEHAVIOR STYLES: THE DISC ASSESSMENT

By measuring four key behavior styles ("how we act"), this tool helps employees, supervisors and other team members understand their own communication styles and how to work best with their colleagues.

	FORMAT	PURPOSE				CRITERIA				PREDICTS			
		SELECTION	PLACEMENT	PROMOTION	TRAINING	ABILITIES	WORKSTYLE	VALUES	INTERESTS	PERFORMANCE	POTENTIAL	SATISFACTION	TENURE
THE STANTON SURVEY*		★					★	★		★			★
THE STANTON PROFILE*		★	★			★	★	★		★	★	★	★
STEP ONE SURVEY*		★					★	★		★			★
PROFILE XT*		★	★	★	★	★	★		★	★	★	★	★
360° SURVEY			★	★	★	★	★				★		
SALES PERFORMANCE		★	★	★	★	★	★			★	★	★	★
DISC ASSESSMENT					★	★	★			★	★	★	
BACKGROUND SEARCHES		★					★	★		★			★

* INCLUDES SUGGESTED INTERVIEW QUESTIONS

FORMAT LEGEND: PAPER/PENCIL TELEPHONE INTERNET SEARCH

TO LEARN MORE ABOUT THESE ASSESSMENTS, DOWNLOAD A PRODUCT SHEET AT WWW.PLOTKINGROUP.COM/ASSESSMENT_BEST_TEST.HTML

