



The **ProfileXT® (PXT)** assessment measures how well an individual fits specific jobs in your organization. The “job matching” feature of the PXT is unique, and it enables you to evaluate an individual relative to the qualities required to successfully perform in a specific job. It is used throughout the

employee life cycle for selection, on-boarding, managing, and strategic workforce planning.

This assessment reveals consistent, in-depth, and objective insight into an individual’s thinking and reasoning style, relevant behavioral traits, occupational interests, and matches to specific jobs in your organization. It helps your managers interview and select people who have the highest probability of being successful in a role, and provides practical recommendations for coaching them to maximum performance. It also gives your organization consistent language and metrics to support strategic workforce and succession planning, talent management, and reorganization efforts.

## Why assess employees?

Given the opportunity to land a new job or to be promoted, people may tell you what you want to hear instead of the truth. Additionally, much of their success depends on the specific type of job, and the organization in which they would work. Success seldom transfers automatically. The cost of a bad hire is very high, considering hiring and ramp-up costs, low productivity, and disruption to customers and co-workers.

## Did You Know?

- 46% of new hires fail within 18 months.
- Only 19% will achieve unequivocal success.
- Technical skills are not the primary reason for failure.



The ProfileXT® gives you an objective, inside look at the behaviors and motives of job candidates to help you make better hiring, promotion, and organizational decisions. Giving this information to managers helps them be more effective, and get the very most from their people.

## How does the ProfileXT® assessment work?

Prior to assessing candidates, our experts help you develop peak performance models for your customer service jobs by providing multiple questions against which potential candidates are measured. Once these performance models are established, our clients deliver the PXT to their candidates over the Internet; hiring managers or HR administrators simply forward a link. The assessment does not need to be monitored, so the candidate can take it from any computer with Internet access. The system instantly scores the assessment, and informs the hiring managers where they can access the results.

The hiring manager can use the results as a screening tool, or to assist them in the interviewing, selection, and on-boarding process.

## What’s the next step?

Please contact your authorized Profiles International business partner.

<b>MEASURES</b>	<p>A. 20 Performance Indicators</p> <p>B. The Total Person</p> <ul style="list-style-type: none"> <li>• Thinking and Reasoning</li> <li>• Behavioral Traits</li> <li>• Interests</li> </ul>
<b>TIME TO TAKE</b>	<p>Less than 60 minutes</p> <p>No administrator or proctoring required</p>
<b>CUSTOMIZABLE</b>	<p>Develops Peak Job Performance Models by:</p> <ul style="list-style-type: none"> <li>• Company</li> <li>• Position</li> <li>• Manager</li> <li>• Geography</li> </ul>
<b>USED FOR</b>	<ul style="list-style-type: none"> <li>• Placement, Promotion Fit, and Succession Planning</li> <li>• Coaching</li> <li>• Developing Peak Job Performance Models</li> <li>• Job Description Development</li> </ul>
<b>REPORTS</b>	<ul style="list-style-type: none"> <li>• Performance Model Comparison</li> <li>• Interview Guides</li> <li>• Strategic Workforce Planning</li> <li>• Candidate Matching</li> <li>• Individual Profile</li> <li>• Comparison Summary</li> <li>• Summary Graph</li> <li>• Individual Graph</li> </ul>
<b>VALIDATION STUDIES</b>	<p>1999, 2000, 2001, 2003, 2005, 2006, 2008, 2009, 2010</p>
<b>ADMINISTRATION</b>	<p>Internet or paper/pencil</p>
<b>SCORING</b>	<p>Internet</p>

Contact Information

