

SUCCESS BEGINS WITH

Hiring the Right People

PXT Select™ Process Flow

Initial
Review
of Job

Initial Review of Job

- Internal discussion to finalize job description and expectations for new hire.
- Determine where in the hiring process to use PXT Select™ — best practice is after initial phone screen.

Choose
PXT Select™
Profile

Choose PXT Select Profile

- Of the 140+ models, select the one that most closely matches the job.
- Apply to existing employees. Current talent completes profile to better understand application.
- Adapt model appropriately to customize for organization.

Apply to Candidate Pool

- Send PXT Select link to candidate along with short video explanation.
- Candidates complete PXT Select assessment prior to interview.
- Assessment results are delivered to your in-box upon completion.

Apply to
Candidate
Pool

Set up Hiring Mgrs for Success

- Orient managers to the PXT Select assessment.
- Train managers on the applicable report(s) — One assessment generates a suite of reports!
Note: Comprehensive Report has dynamic interview questions.
- PXT Select accounts for 1/3 of hiring decision — interview is 1/3 and experience is 1/3.

Set up
the Hiring
Managers
for Success

Selection

- Select the best candidate through review of experience, interview, and assessment.
- Extend the offer(s).
- Manager uses PXT Select profile with new hire as part of onboarding strategy.

Selection



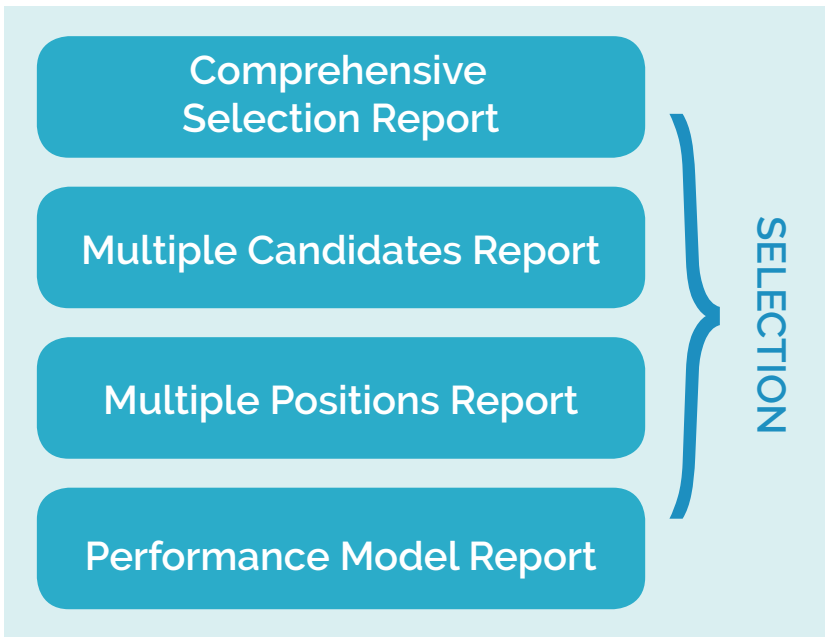
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ONE ASSESSMENT GIVES YOU ACCESS TO A Full Suite of Reports

INCLUDING THESE SALES-SPECIFIC REPORTS

- Sales Comprehensive Selection
- Sales Individual Feedback
- Sales Coaching

Too many organizations make crucial hiring decisions based on impressions (background, resume, interview) rather than data. The PXT Select™ suite of reports help organizations to select, onboard, coach, and develop employees.



COMPREHENSIVE SELECTION REPORT*

Is the candidate a good fit? This powerful report helps you make smarter hiring decisions with confidence. It features dynamic interview questions and tips on “what to listen for” with each candidate.

MULTIPLE CANDIDATES REPORT

Make hiring decisions with ease. Compare multiple candidates for a single position.

MULTIPLE POSITIONS REPORT

What’s the best fit for a particular individual? Compare a candidate or employee to multiple jobs in your organization.

PERFORMANCE MODEL REPORT

Understand the range of scores and behaviors for the position you’re trying to fill. Learn about the ideal candidate for that role.

INDIVIDUAL'S FEEDBACK REPORT*

Candidates can learn from PXT Select, too! This narrative report doesn't reveal scores and is perfectly safe to share with applicants including sales-specific feedback helpful to both candidates and managers.

INDIVIDUAL'S GRAPH

Are you more of a visual person? The graph illustrates a candidate's results that you can view at a glance.

COACHING REPORT*

Wish you had coaching advice tailored to each employee? This report gives you exactly that and more, including tailored coaching guidance giving managers personalized tips and strategies to develop their sales team members.

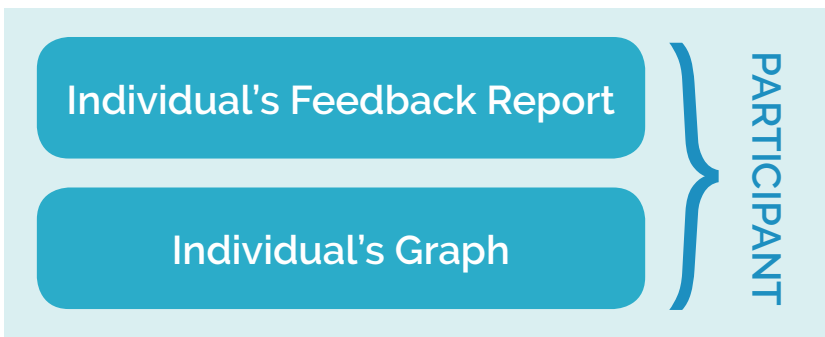
MANAGER-EMPLOYEE REPORT

Discover how a manager and employee can work more effectively together.

TEAM REPORT

See how a potential candidate fits an existing team, or address your current team's dynamic and strengths.

* Although all reports are applicable to all candidates, the sales-specific reports focus on a candidate's approach to 8 CRITICAL SALES PRACTICES.



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