

**REPORT FOR**  
ID: DEMO1

**DATE OF COMPLETION**  
15/09/2013

**RELIABILITY - 99.2%**  
Answers were very likely  
accurate and truthful

**ORGANISATION**  
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## This report identifies the key leverage points for ID: DEMO1 that will help you to convince ID: DEMO1 to work for your company.

The best candidates have usually multiple offers to consider. Use How to Attract this Candidate to obtain an understanding of what is most relevant to ID: DEMO1 and emphasize how your organisation can meet these expectations. Start with the Essential Factors and move down to Important Factors and Other Factors to Consider.

### Essential Factors to Consider

ID: DEMO1 has an extremely optimistic and cheerful attitude. ID: DEMO1 will be more attracted to work for your company if he believes that management and especially his supervisor will also have a positive attitude.

ID: DEMO1 has a very strong desire to be helpful. Explain the ways in which this position will enable him to be helpful or supportive of others.

ID: DEMO1 places a great deal of value on a warm and friendly work environment. If that is the case, discuss this aspect of your organisation with him.

ID: DEMO1 places and extremely high value on having autonomy. Explain the ways in which this position might offer autonomy.

### Important Factors to Consider

ID: DEMO1 very much enjoys meeting new people and will be more motivated to work for you if ID: DEMO1 believes he will have many opportunities to do so.

ID: DEMO1 has a strong desire to have decision-making responsibility. Explain the ways in which this position will have decision-making authority.

ID: DEMO1 is very motivated by opportunities to take initiative. To attract ID: DEMO1 to work for your company, specify the areas in which he will be able to take initiative. If ID: DEMO1 has strong eligibility, convince him that opportunities will be provided. If ID: DEMO1's experience and skills are at a developmental stage, convince him that the opportunities will be provided as his skills and experience are developed.

ID: DEMO1 enjoys challenging tasks or projects. To attract ID: DEMO1 to work for your company, explain the challenges the position will offer. Difficult challenges are motivating to him. If there are opportunities for advancement, explain those as well.

ID: DEMO1 has a strong desire to have employment that he perceives to be of benefit to society. To attract ID: DEMO1 to work for your company, explain the ways in which he could help society through his work in this position.

ID: DEMO1 has a strong desire to be in a leadership position. He has a strong drive to take charge. Thus, ID: DEMO1 will be attracted to work for your company if you can elaborate on the ways in which he could take charge of a situation or lead others.

## Other Possible Factors to Consider

ID: DEMO1 enjoys brainstorming and will be more attracted to work for your company if he has some opportunities for brainstorming.

ID: DEMO1 enjoys analysing problems. If the position involves analysing problems, explain how his natural tendencies could be very beneficial. Discuss the types of problems that can be analysed in this position.

ID: DEMO1 enjoys persuading and influencing others. ID: DEMO1 will be more attracted to work for your company if you explain in detail the opportunities he will have to influence management, co-workers, staff, or clients.

ID: DEMO1 is enthusiastic about his goals. Ask ID: DEMO1 about his goals. Try to gain a complete understanding of each of his major goals and acknowledge each major goal. Then discuss how ID: DEMO1's goals could be achieved in this position.