

# profiling**values**

*Explore your potential*



**V12C**

VALUE-BASED 12 COMPETENCIES

**REPORT**

**SAMPLE TEAM**

6 individuals

04.05.2020

## Introduction and Explanations

The profiling**values** report is a scientific document to optimize staffing and career development. It describes interests and skills of individuals and gives precise suggestions for further improvement and development.

When corporations decide to utilize these interests and skills fully, employer and employee will benefit alike.

All information in the profiling**values** report is collected from an online questionnaire. profiling**value**'s scoring technique is based on the value psychology and determines the deviations from a logic-mathematical norm. This allows a joint and objective display of interests and skills.

The personal value system is considered to be the most stable behaviour norm in humans. If you are interested to find out more about the psychological or technical aspects of our diagnostic tool, kindly request the documents directly from us ([info@profilingvalues.com](mailto:info@profilingvalues.com)).

The profiling**values** tool complies with all scientific standards for psychometric instruments such as validity and reliability. profiling**values** is valid against other methods such as the Catell 16PF.

If you are interested to find out more about the scientific aspects of our diagnostic tool, kindly request the documents directly from us ([info@profilingvalues.com](mailto:info@profilingvalues.com)).

profiling**values** is based on the scientific work of Dr. Robert S. Hartman and was developed by Dr. Ulrich Vogel.

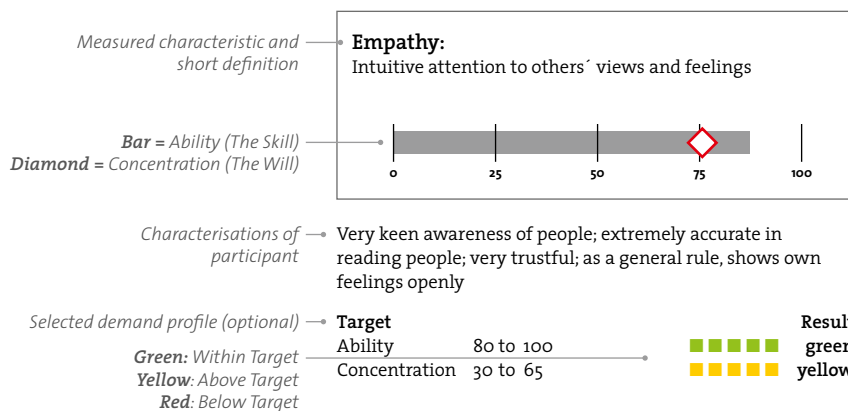
## General instructions to interpret the test results

Altogether, 12 character traits in two parameters – the ability as well as the willingness to use the ability – are displayed. Each character trait is displayed in a separate figure. In the back of the report, readers also find a summary page covering all characteristics.

In case you provided us with a job description, all results are in reference to the specific job description. profilingvalues extracts the individual requirements and translates them into a numerical target corridor. You will find these numbers separately below each figure. In case the analysis was done without a specific job profile, replacement characters (x, y) are displayed respectively.

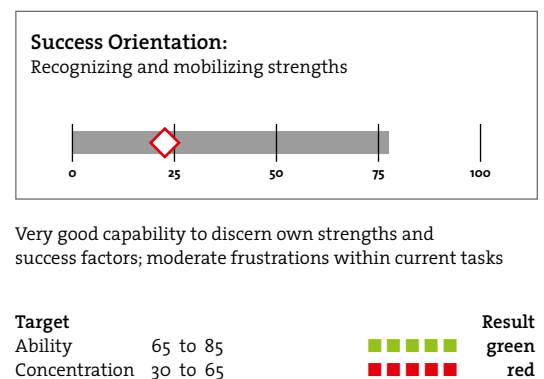
### Example 1

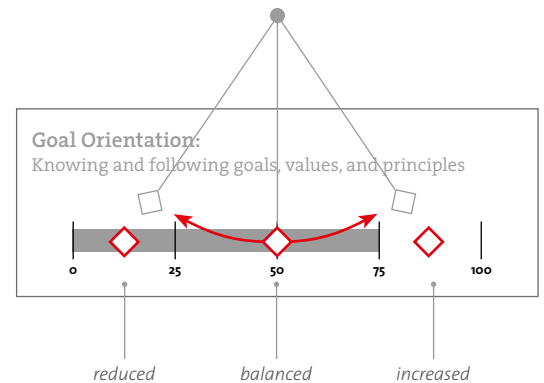
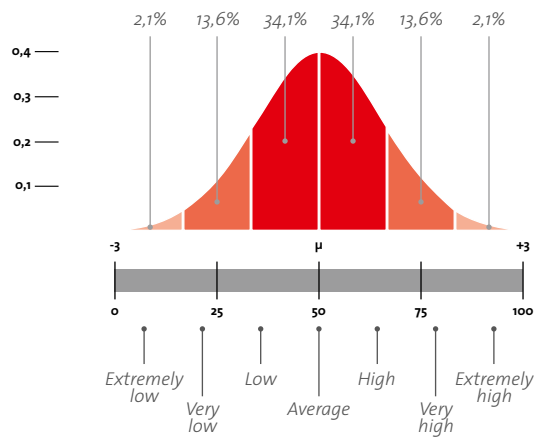
#### High Ability and Will



### Example 2

#### High Ability and Low Will





## Interpreting the bars

The bars represent the ability or skill of a person in a certain field. The profilingvalues scales are calibrated to show the normal distribution within a population as can be seen in the figure above.

## Interpreting the diamonds

The diamonds represent the willingness of an individual to use a certain ability. Their basic position is at 50%. This means: The use of a skill is situational and balanced.

A diamond about up to 15% above or below the basic position signifies flexibility regarding the usage of the competency.

A high score towards 100% signals high attention towards a skill – i.e. high willingness, possibly even compulsion (90-100%). This implies also the ability of a person to steer this character trait is decreasing. The combination of high ability and high willingness shows passion to use a skill.

A low score towards 0% signals little attention to use a skill and possibly even disregard (0-10%). In this situation too, the conscious ability to steer a quality is decreasing.

Interesting is the combination of very high skill (bar) and very low willingness (diamond). In these instances we speak of an unconscious competence. It does not need focus to unfold but can be utilized more intentionally.

Lower diamonds are not „bad“. They are more or less beneficial regarding specific tasks or functions.

Green: Within Target  
Yellow: Above Target  
Red: Below Target

Bar = Ability (The Skill)  
Diamond = Concentration (The Will)

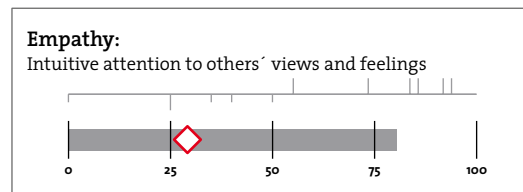
## General Competencies and Personality

Sample Team | 6 individuals | 04.05.2020

### Evaluation of Surroundings:

Human Value Dimension –  
Question Answered: Who?

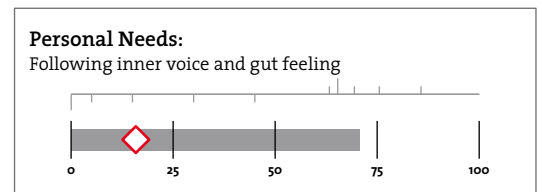
The vertical marks traced on the thin line for each competence scale contain 2 statements: everything above the line shows the distribution of the collective results for each bar; the results for each diamond can be seen in the marks below the line.



Keen awareness of people; very accurate in reading people; according to situations, more or less trustful and open with respect to own feelings

Target  
Ability x to y  
Concentration x to y

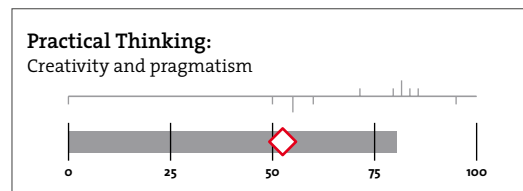
### Evaluation of Oneself:



Very good capability to discern one's inner self and worth; frequently neglects personal needs at the moment

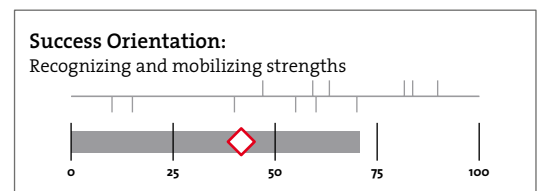
Target  
Ability x to y  
Concentration x to y

Practical Value Dimension –  
Question Answered: What?



Very practical orientation; flexible regarding good alternatives

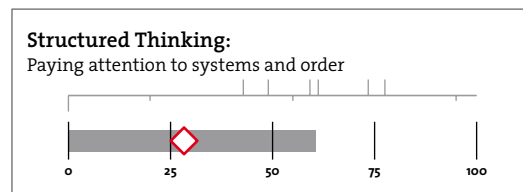
Target  
Ability x to y  
Concentration x to y



Very good capability to discern own strengths and success factors; positive and negative aspects regarding current role are balanced

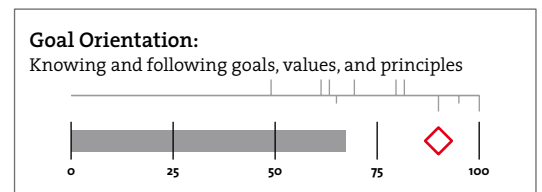
Target  
Ability x to y  
Concentration x to y

Systemic Value Dimension –  
Question Answered: What For?



Good analytical capability and structured thinking power; imposes own regulations to oneself; inventive

Target  
Ability x to y  
Concentration x to y



Clear self-direction and realistic goal setting; at present very strong concentration on own goals and values; extremely high personal standards

Target  
Ability x to y  
Concentration x to y

Green: Within Target  
Yellow: Above Target  
Red: Below Target

Bar = Ability (The Skill)  
Diamond = Concentration (The Will)

## Problem Solving Competencies

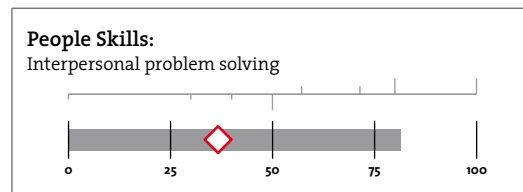
Sample Team | 6 individuals | 04.05.2020

### Conflicts throughout Surroundings:

### Inner Conflicts:

Human Value Dimension –  
Question Answered: Who?

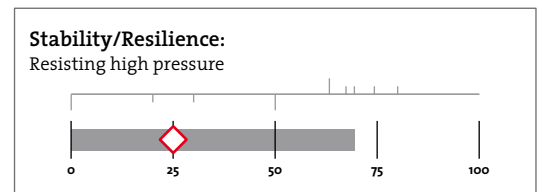
The vertical marks traced on the thin line for each competence scale contain 2 statements: everything above the line shows the distribution of the collective results for each bar; the results for each diamond can be seen in the marks below the line.



3 1 10 5  
Capable of solving interpersonal problems in a very good way; approaches disputes balanced and deliberately

**Target**  
Ability x to y  
Concentration x to y

**Result**

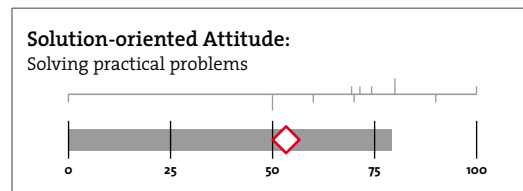


5 1  
Masters problematic and stressful situations well; does not pay enough attention to self-regeneration at the moment

**Target**  
Ability x to y  
Concentration x to y

**Result**

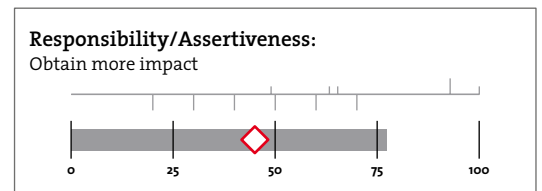
Practical Value Dimension –  
Question Answered: What?



2 2 10 3  
Very resourceful and effective in solving practical problems; approaches practical challenges balanced and deliberately

**Target**  
Ability x to y  
Concentration x to y

**Result**

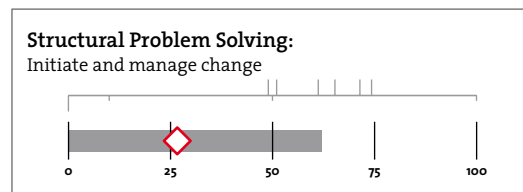


3 3  
Very good ability to act responsibly; is in the position to assert own authority; emphasis on carrying out responsibility in a balanced way; tolerant

**Target**  
Ability x to y  
Concentration x to y

**Result**

Systemic Value Dimension –  
Question Answered: What For?



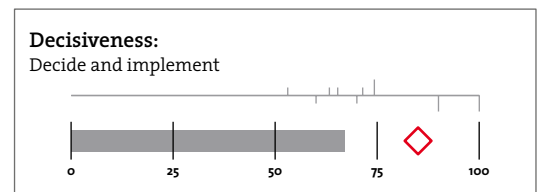
7 3 18 2  
Good capabilities to solve structural and process-related problems; hesitant approach to structural challenges presently

**Target**  
Ability x to y  
Concentration x to y

**Result**

11

5



6 6  
Good ability to make important decisions; at present very high focus on implementing change persistently

**Target**  
Ability x to y  
Concentration x to y

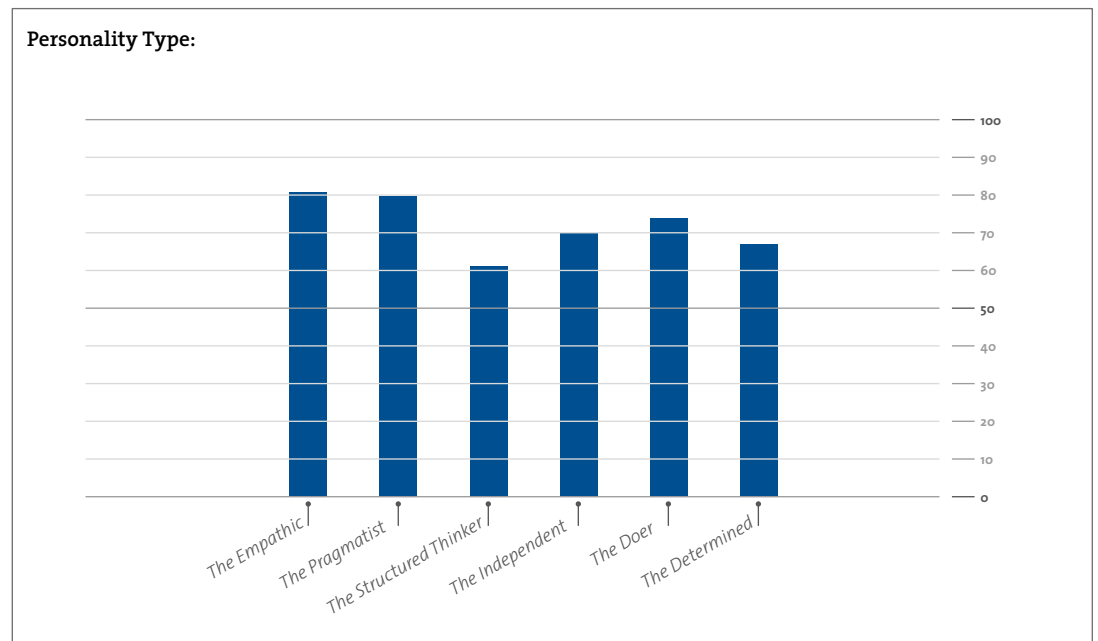
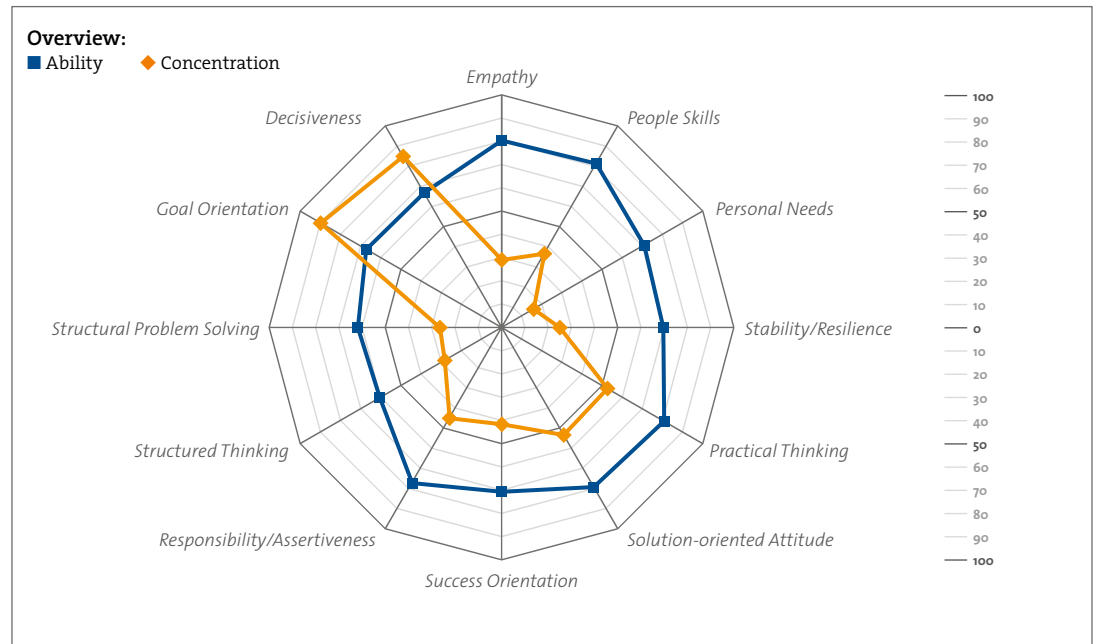
**Result**

10

10

## Diagrams

Sample Team | 6 individuals | 04.05.2020



Dif	1	38	45	2	VQ	2	77	39	5	Difi/2	2	74
Dim	5	20	14	3	SQ	2	79	34	4	RHO	2	0.839 0.808 2
DimP	5	54	32	3	BQr	0	1.17	1.19	0	AC	0.835	
Int	2	16	19	2	BQa	2	78	36	5	BD	0.782	
IntP	3	40	41	4	CQ	1	89	41	2			
Dis	2	2	0	0	RQ	1	109	60	0			
DI	3	13	11	2	AI	3	64	51	0			

## Summary

Sample Team | 6 individuals | 04.05.2020

## Characteristics (strengths/weaknesses depending on demands)

a) to x)  
refer to bars and diamonds  
from pages 5 and 6.  
List is not ranked.

- |   |  |
|---|--|
| a) Very empathic                                      | m) Very aware of own self                  |
| b) Trustful   | n) Cares not enough for own self currently |
| c) Highly practical talent                            | o) Knows own success factors               |
| d) Pragmatic  | p) Sees few challenges at the moment       |
| e) Analytically good                                  | q) Clear goal orientation                  |
| f) Appreciates freedom; inventive                     | r) Extremely focussed on goals             |
| g) Very good people skills                            | s) Robust and resilient                    |
| h) Approaches people deliberately                     | t) Minds regeneration not enough           |
| i) Very resourceful practical problem solver          | u) Able to assert if necessary             |
| j) Approaches practical problems deliberately         | v) Ready to take responsibility            |
| k) Capable of solving structural problems well        | w) Needs time for decisions                |
| l) Currently cautious regarding structural challenges | x) High focus on consistency at present    |

## Suggestions for Personal Development

a) to x)  
refer to the corresponding numeration  
from Characteristics, see above.  
o.k.:  
no improvement necessary

- |   |   |
|---|---|
| a) o.k.   | m) o.k.                                 |
| b) o.k.   | n) Hold yourself in higher esteem       |
| c) o.k.   | o) o.k.                                 |
| d) o.k.   | p) Look for rewarding challenges        |
| e) Analyze structures even more differentiated  | q) Set more ambitious and clearer goals |
| f) Test own ideas even better                   | r) o.k.                                 |
| g) o.k.   | s) Seek even more stability             |
| h) o.k.   | t) Mind balance and regeneration        |
| i) o.k.   | u) o.k.                                 |
| j) o.k.   | v) o.k.                                 |
| k) Solve structural problems more sustainably   | w) Give decisions more importance       |
| l) Approach structural changes more dynamically | x) o.k.                                 |

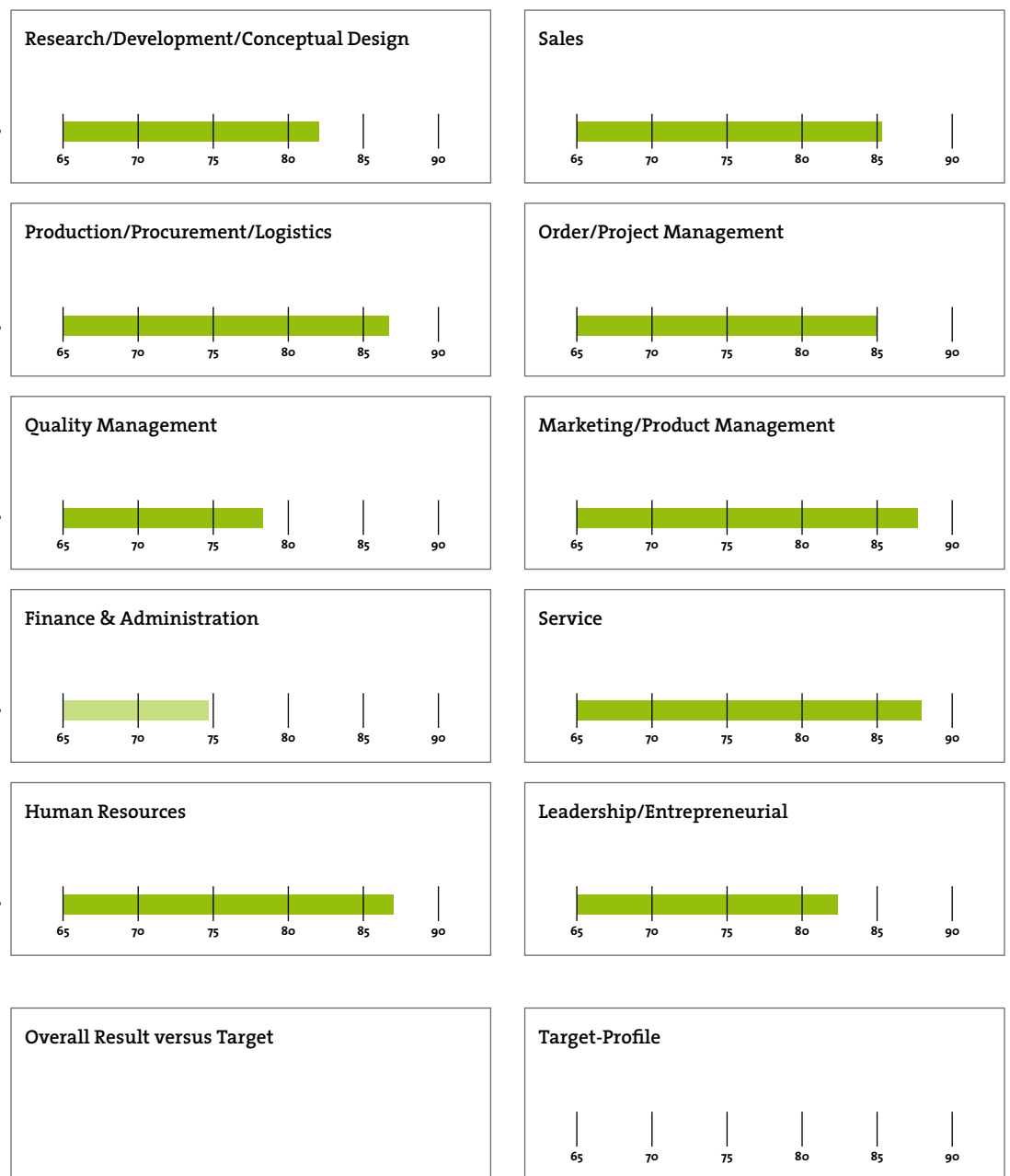


\* actual demand profiles in certain companies could deviate significantly from these "standard profiles"

## Recommendations for Professional Functions\*

Sample Team | 6 individuals | 04.05.2020

65-70: Not recommended  
70-75: Limited qualifications  
75-80: Good qualifications  
80-85: Very good qualifications  
85-90: Outstanding qualifications



Sums from page 5 and 6

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Red: Below Target