The Criteria Personality Inventory (CPI) is a personality inventory grounded in the theory of the most widely accepted taxonomy of personality, the “Big Five” personality traits: Agreeableness, Conscientiousness, Extraversion, Openness, and Stress Tolerance. Research has shown that three of the “Big Five” traits are most often linked to job performance: Conscientiousness, Agreeableness, and Extraversion. The Conscientiousness scale has been shown to be correlated to job performance in a wide range of jobs. Agreeableness and Extraversion have been shown to correlate with performance for jobs that require frequent interaction with people.

Vince Sample
Position: Sample Test Portfolio
Test Date: May 12, 2018
Test Event ID: SAM-5628-KJWP

Score Report Data That Helps You Hire
Each report provides powerful information in an intuitive and easily understandable format.

What you’ll find:
1. A snapshot of the candidate’s personality traits
2. Percentile scores for all five traits
3. Full explanations of each trait score
4. Customized interview questions

Results are instant – view your candidates’ score reports as soon as they finish the assessment.
How Personality Tests Predict Success

Personality tests help to predict “job fit.” People who “fit” in their jobs are more at ease and therefore more likely to excel.

This results in:

- Higher Productivity
- Lower Turnover/better retention
- Reduced hiring costs

Scientifically Validated

The CPI has been extensively validated, demonstrating that the test is predictive of job performance for a wide variety of jobs.

No Right or Wrong Answers

There are no correct or incorrect answers on the CPI. All of the candidate’s responses come together to create a unique personality profile for that individual. Similarly, there are no “good” or “bad” traits - some traits and profiles are simply more associated with success for particular roles.

Case Study

An apparel retailer used the CPI’s extraversion scale to improve sales per hour.

<table>
<thead>
<tr>
<th>Average Hourly Sales Rate</th>
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<tbody>
<tr>
<td></td>
</tr>
<tr>
<td>$100</td>
</tr>
<tr>
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</tr>
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</tr>
<tr>
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Low Scorers: $83.27
Top Scorers: $106.35

Those who scored high on the extraversion scale earned 28% more per hour than those who received low scores.