

Hiring Decision Scale: AE

Tasks

Educating

Proposing

Negotiating and Closing

	<u>Weight</u> <u>(1-10)</u>	<u>Score</u> <u>(1-5)</u>	<u>Total</u>
Empathy	10		
Competitive	9		
Integrity/honesty	8		
Listening	7		
Communicating	6		
Persistence	5		
Preparation	4		
Positive/Optimistic	3		
Knowledge	2		
Chemistry and Fit (Average weight)	6		
Total	60		
Total Indexed to 100	20		