

RPA-Cube assessment

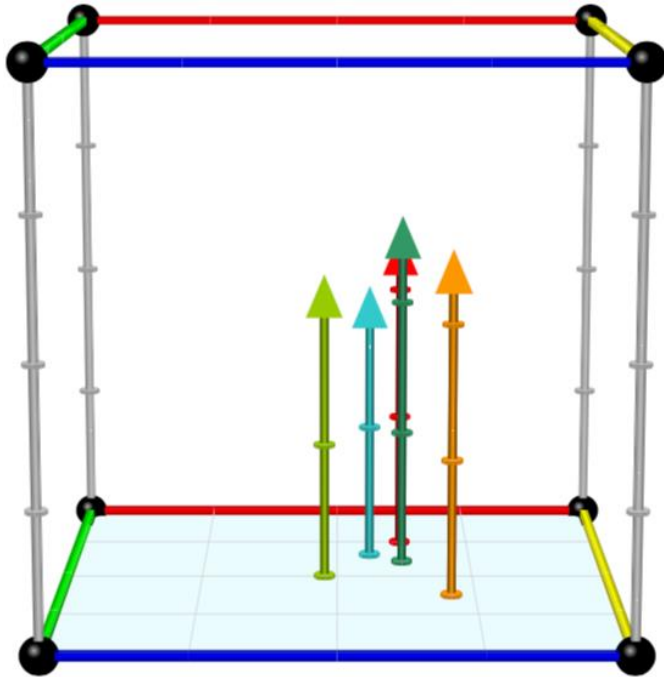
Demo presentation



humaninsight

Senior Sales partner

RPA Result areas



RPA-Cube analysis general (1/3):

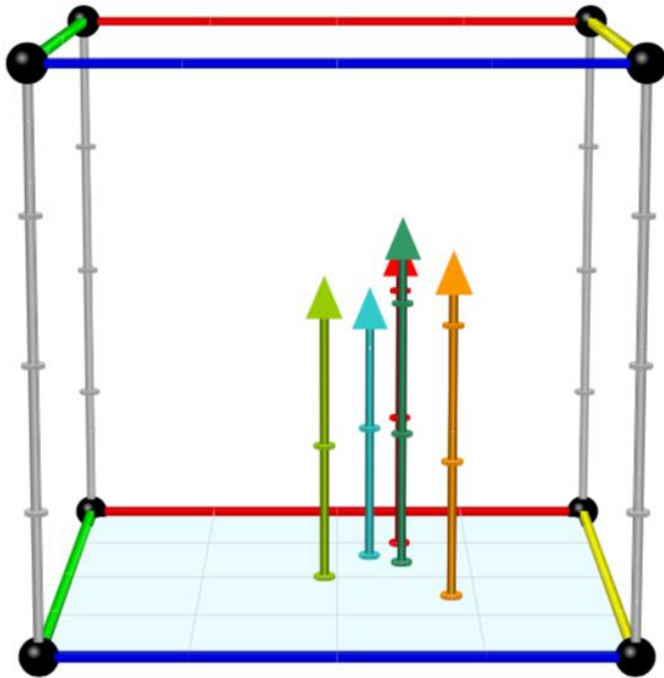
Shown here you will see the RPA-Cube as part of a recruitment process for a Senior Sales partner. For this position there where 5 result areas formulated, as you will see on the next pages.

These 5 result areas are reviewed via the RPA-Cube method by 4 recruitment employees to map the result areas as they see them.

2 aspects to be aware of when reading the output of the results are the position of the result areas in the cube (this indicates the strategic contribution each of these require) and the spread of the result areas in the cube (how further apart how more difficult it will be for one person to execute them).

Senior Sales partner

RPA Result areas

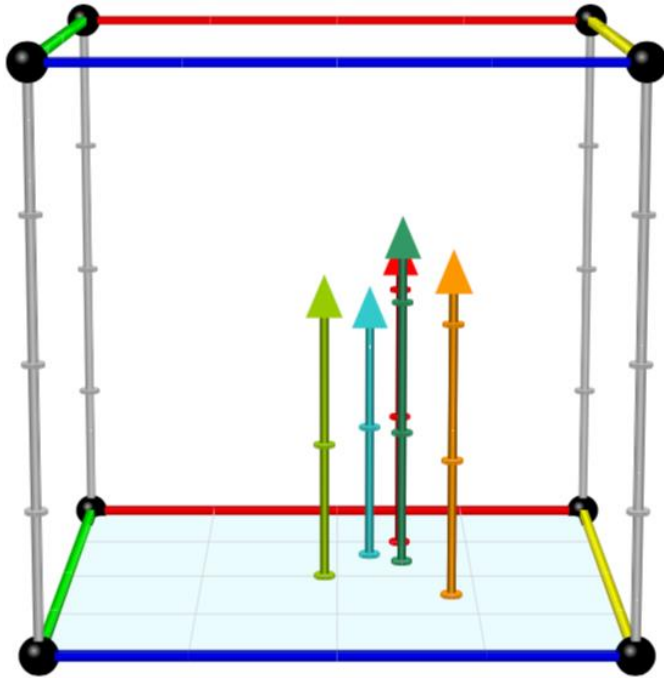


RPA-Cube analysis general (2/3):

- ▲ Using and expanding the commercial network to create new assignments.
- ▲ Make a substantive contribution to the commercial strategy.
- ▲ Managing customer noticeable improvements around products, concepts and services.
- ▲ Managing an improved market recognized awareness of our organisation.
- ▲ Visibly improving commercial effectiveness of our consultants.

Senior Sales partner

RPA Result areas



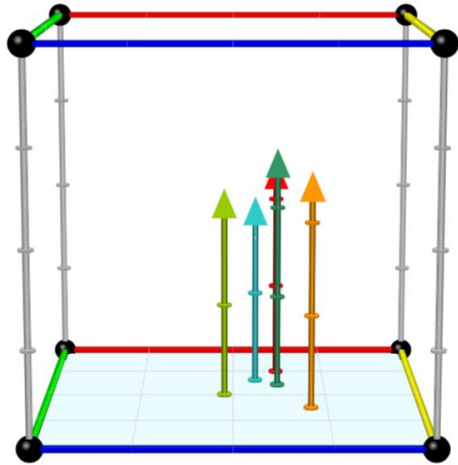
RPA-Cube analysis general (3/3):

De result areas as shown here will need a fair amount of customer focus, a somewhat operational-explorative and more than average generalist contribution. Only result area "Make a substantive contribution to the commercial strategy." is more content driven then the rest, but not to the extreme.

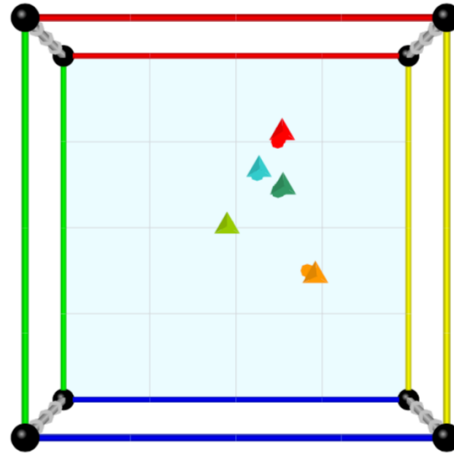
These result can now be linked to the AEM-Cube profiles from potential candidates to find the best match possible to deliver the performance that is requested in the strategic context. This way the RPA-Cube delivers a fundamental performance oriented contribution to a recruitment and reorganisation process within organisations.

Senior Sales partner

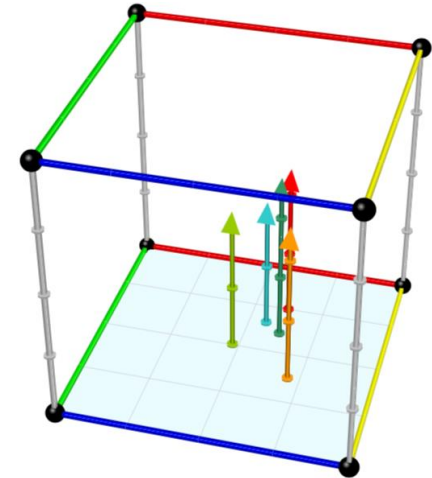
RPA Result areas



Front view



Top view



Rotated



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