

ITESTHUB · GRADUATE FINANCIAL SERVICES SJT - RECRUITMENT REPORT

Graduate Financial Services SJT

A report for

Sam Sample

Sam Sample

Completed 30/09/2026 · Report valid 12 months

Introduction

This report is confidential and is intended solely for the person responsible for assessing Sam Sample, who completed the Graduate Financial Services SJT on 30/09/2026.

The test is designed to assess key areas critical for success in the role of a Graduate working in Financial Services. The competencies assessed are defined below.

TEST SESSION

Recommended time: 15 minutes

Time taken: 0 minutes, 0 seconds

Norm group: —

Competencies assessed: 4

Interpreting scores

Scores on Graduate Financial Services SJT are calculated by comparing an individual's score with a large group of people (norm group) who have also completed the same test. These are expressed as 'percentiles' – use the key below to benchmark Sam's overall result.

Very Low	Low	Mid	High	Very High
1-10 %ile	11-30 %ile	31-69 %ile	70-89 %ile	90-100 %ile
				▲

How To Use This Report

This report contains 'percentile scores', 'behavioural interpretation' and 'interview questions' that can be used to explore an individual's results in more detail:

Percentile Scores

Percentile scores represent how an individual's performance on a test (i.e., their score) compares to the performance of other individuals that have also taken the same test (i.e., the comparison group or norm group). Percentile scores range from the 1st to 99th percentile, where 1 is a very low score and 99 is very high. The overall percentile score is the most predictive of an individual's likely performance in a job. The report also contains percentile scores for each competency assessed, and these should be considered as a guide to help you identify where an individual has excelled or might need to improve a specific behavioural skill. It is not a score, in isolation, that should drive your final recruitment decision. This is because the competency percentile scores are produced by a subset of the test questions, whereas the overall percentile score is produced from all of the test questions.

Behavioural Interpretation

For each competency, an interpretation (four bullet points) has been provided to help you better understand the decisions a candidate has made on the assessment. Not every bullet point may apply equally to all candidates, but you should consider them all to be relevant as they are based on the specific choices a candidate has made on the assessment.

Interview Questions

For each competency, interview questions are provided to help you explore a candidate's results in more detail. You can select the question you believe is most appropriate and you should use the relevant 'four behavioural indicators' to guide your evaluation of a candidate's response. Note, you do not need to ask all four questions – usually one is sufficient, but more are provided if needed. It is also good practice to follow up with additional questions. To help with this you may wish to use the STAR method. This is described below with some additional probing questions you can use.

- **S = Situation:** What was the situation? What were the circumstances or context?
- **T = Task:** What were you trying to achieve? What was your task?
- **A = Actions:** How did you approach it? What did you do? Who did you involve? What challenges did you face, and how did you overcome these? What else did you do?
- **R = Results:** What was the outcome? How did you establish the benefit of what you did?

You should aim to spend more time asking 'Action' questions as these are the ones that typically produce behavioural responses.

Rating Scale

The Rating Scale below can be used to evaluate a candidate's responses to the competency questions provided in this report. During the interview you should aim to establish a pattern of positive and negative evidence for each competency. The final rating you give should be a 'weighted' decision, based on the collective evidence you obtain for each competency.

1 - Significant Development	2 - Development	3 - Mixed	4 - Strength	5 - Significant Strength
A strong and dominant pattern of negative behaviour (in relation to the indicators)	A clear pattern of negative behaviour (in relation to the indicators), and little evidence of positive behaviour to weigh against this – none significant	Balanced evidence of both positive and negative behaviour (in relation to the indicators)	A clear pattern of positive behaviour (in relation to the indicators), and little evidence of negative behaviour to weigh against this – none significant	A strong and dominant pattern of positive behaviour (in relation to the indicators)

Graduate - Financial Services Competencies

Purposeful Engagement

Supporting colleagues, management and stakeholders in an effort to improve and maximise outcomes (i.e., efficiency and quality).

- Building trust and confidence with colleagues, management and stakeholders, through personal engagement and support.
 - Establishing a network of fluent relationships with colleagues, management and stakeholders.
 - Communicating clearly and confidently (i.e., being clear, precise and timely).
 - Negotiate fluently and calmly, esp. with colleagues & senior managers / stakeholder.
-

Analytical Rigour

Establishing a Clear, precise and accurate understanding of situations and tasks to facilitate effective action and valid decision-making.

- Understanding the company (i.e., culture, priorities, procedures, etc).
 - Understanding own (and others') strengths and limitations, as well as perspectives and attitudes.
 - Gathering sufficient information to establish a clear understanding of tasks and priorities.
 - Analysing situations (i.e., risks, benefits, and opportunities) appropriately to draw valid conclusions and make appropriate decisions.
-

Sustaining Peak Performance

Routinely delivering a high quality, efficient and adaptive client-focused service (i.e., colleagues, management, stakeholders and clients).

- Setting clear and achievable targets for self (and others), monitoring progress and adapting as required.
 - Being proactive at all times, in dealing with responsibilities and challenges, esp. delays, quality and tasks.
 - Being resilient, having effective strategies for dealing with work-related pressures and setbacks.
 - Maintaining an organised and calm approach, esp. under pressure and managing deadlines.
-

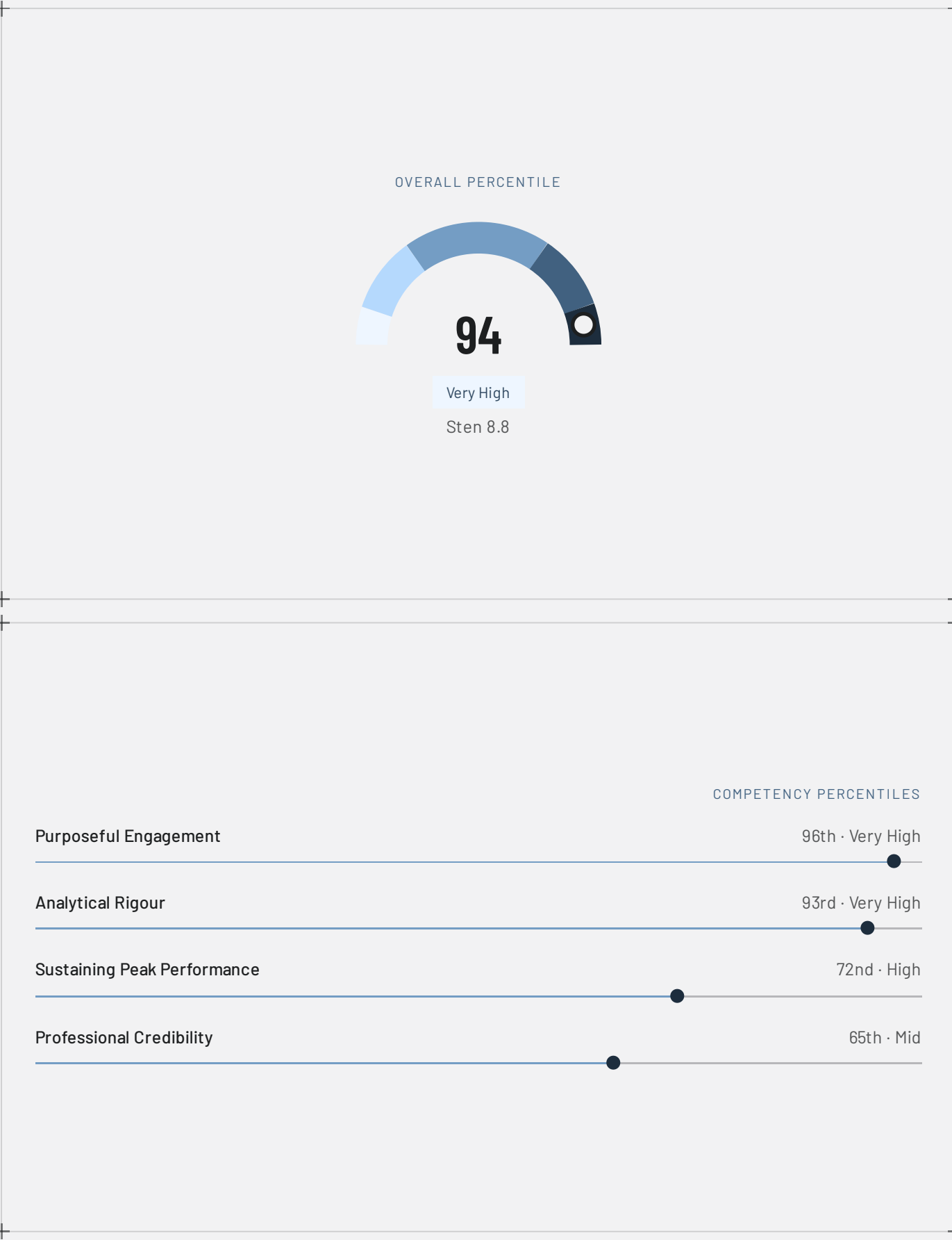
Professional Credibility

Demonstrating a genuine commitment to company standards and best practice.

- Demonstrating genuine, visible commitment to company values, goals and priorities.
- Being respectful of others (i.e., knowledge, expertise, opinions etc.).
- Being open and honest about own strengths and development needs (i.e., acknowledging own limitations, errors, and misjudgements etc.).
- Welcoming constructive challenge, recognising the need to keep learning.

Results

Sam's overall result on the Graduate Financial Services SJT, then a percentile and band for each competency assessed. The key on page 2 explains what these mean.



Purposeful Engagement

Supporting colleagues, management and stakeholders in an effort to improve and maximise outcomes (i.e., efficiency and quality).

- Building trust and confidence with colleagues, management and stakeholders, through personal engagement and support.
- Establishing a network of fluent relationships with colleagues, management and stakeholders.
- Communicating clearly and confidently (i.e., being clear, precise and timely).
- Negotiate fluently and calmly, esp. with colleagues & senior managers / stakeholder.

PERCENTILE SCORE

96th · Very High

The responses suggest:

- Are an active collaborator, seeking opportunities to build greater trust and mutual understanding.
- Confidently build fluent working relationships with others, demonstrating warmth and an awareness of social etiquette.
- Communicate proactively, expressing their views with confidence and seeking out others' perspectives.
- Approach negotiations respectfully, engaging in constructive debate.

The questions below are designed for interviewers to explore the results in more detail.

- Describe a situation where you worked closely with individuals with very different perspectives. How did you address the different perspectives? How did your approach to collaboration affect the project or the group's cohesion?
- Tell me about a time when you have built a relationship with a challenging individual. What actions did you take to build a relationship? What was the result of your efforts?
- Give me an example of when you have had to negotiate with someone. How did you handle the negotiation? What was the outcome of the negotiation?
- Tell me about a time when you needed to communicate detailed information clearly and precisely. How did you ensure that the information was communicated effectively? What was the outcome of your communication?

EVIDENCE AND RATING

Rating

Analytical Rigour

Establishing a Clear, precise and accurate understanding of situations and tasks to facilitate effective action and valid decision-making.

- Understanding the company (i.e., culture, priorities, procedures, etc).
- Understanding own (and others') strengths and limitations, as well as perspectives and attitudes.
- Gathering sufficient information to establish a clear understanding of tasks and priorities.
- Analysing situations (i.e., risks, benefits, and opportunities) appropriately to draw valid conclusions and make appropriate decisions.

PERCENTILE SCORE

93rd · Very High

The responses suggest:

- Fully establish a clear understanding of company priorities and goals.
- Understand own strengths and limitations, and demonstrate a willingness to learn.
- Clearly establish the perspectives of relevant others before making decisions or solving challenges.
- Analyse information efficiently, identifying and seizing new opportunities.

The questions below are designed for interviewers to explore the results in more detail.

- Can you tell me about a time when you were presented with a task you knew little about? How did you approach it?
- Tell me about a time when you have sought feedback from different people before making a decision?
- Tell me about a time when you had to make a quick decision. What steps did you take to make the decision? What was the outcome of the decision you made?
- How do you typically come up with fresh ideas? Can you share a specific example?

EVIDENCE AND RATING

Rating

Sustaining Peak Performance

Routinely delivering a high quality, efficient and adaptive client-focused service (i.e., colleagues, management, stakeholders and clients).

- Setting clear and achievable targets for self (and others), monitoring progress and adapting as required.
- Being proactive at all times, in dealing with responsibilities and challenges, esp. delays, quality and tasks.
- Being resilient, having effective strategies for dealing with work-related pressures and setbacks.
- Maintaining an organised and calm approach, esp. under pressure and managing deadlines.

PERCENTILE SCORE

72nd · High

The responses suggest:

- Set clear and achievable targets, monitoring progress and adapting as required.
- Proactively deal with responsibilities and challenges.
- Are resilient, utilising effective strategies for dealing with work-related pressures and setbacks.
- Maintain an organised and calm approach, especially when facing unexpected responsibilities or managing tight deadlines.

The questions below are designed for interviewers to explore the results in more detail.

- Share an example of a routine task you have completed. How did you approach the task? What did you do to maximise your efficiency completing the task? What was the result of your approach?
- Tell me about a time when you have set yourself a highly ambitious goal. How did you approach achieving this goal? What was the outcome of your efforts?
- Share an example that illustrates your approach to time management. How did you manage your time to handle this situation? What was the outcome of your time management efforts?
- Give me an example of when you had to work under pressure. How did you tackle working under pressure? How successful were you are dealing with the pressure?

EVIDENCE AND RATING

Rating

Professional Credibility

Demonstrating a genuine commitment to company standards and best practice.

- Demonstrating genuine, visible commitment to company values, goals and priorities.
- Being respectful of others (i.e., knowledge, expertise, opinions etc.).
- Being open and honest about own strengths and development needs (i.e., acknowledging own limitations, errors, and misjudgements etc.).
- Welcoming constructive challenge, recognising the need to keep learning.

PERCENTILE SCORE

65th · Mid

The responses suggest:

- Align actions and decisions with company values, goals, and priorities.
- Apply appropriate care and attention to work, ensuring due diligence, quality, and adherence to processes.
- Openly acknowledge personal strengths and areas for development, including limitations, errors, and misjudgements.
- Are receptive to and provide constructive feedback, recognising the importance of continuous learning.

The questions below are designed for interviewers to explore the results in more detail.

- Tell me about a time when you took it upon yourself to resolve an issue that wasn't your responsibility. How did you approach resolving this issue? What was the outcome of resolving this issue?
- Share an example of how you maintain quality in your work. How did you ensure that the quality was maintained? What was the result of your efforts to maintain quality?
- Describe when you last made a mistake in your work. How did you handle the mistake? What steps did you take to fix it? What was the outcome after you addressed the mistake?
- Tell me about a time when you observed behaviour you felt was inappropriate. How did you respond in that moment? What did you do next, and why? What was the outcome of the situation?

EVIDENCE AND RATING

Rating