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A Survey of Personal Resources

On

WILLIAM B. WIEMERS, JR.

who is presently employed as a space salesman

A battery of psychological tests, concerned mainly with emotional factors and attitudes, would seem to justify the following conclusions:

- This is a dynamic, restless, enthusiastic person. His approach to life is a refreshingly positive one. He expects to have to work for the aims he has in mind and does so gladly. It is rare for him to brood about errors he has made or opportunities he has lost; instead he concentrates on the present and the future. He is mentally quick and eager and has, in addition, the extremely valuable attribute of being unafraid to criticize himself. He seems constantly on the alert for ways to improve his performance on the job.
- It is not unusual for people who are truly self-critical to feel chagrined when others have occasion to point out their shortcomings or errors. This appears to be the case in this instance; criticism is apt to be upsetting to Wiemers - perhaps because he tries so hard to forestall them that it is irritating to him to discover he has overlooked something. Nevertheless, he makes a genuine attempt to profit from criticism.
- There is evidence that he has not yet learned to organize his energies in the most constructive fashion; he is apt to get lost in details that are really not very important. This, of course, detracts from the time and effort he can apply to the things that are significant. He needs to learn to set up schedules for himself, both to organize in advance and to check afterwards to be certain he has not overlooked anything of importance.
- Although he is an extremely sociable person, he has a good deal to learn about human motivations and actions. Perhaps he can accomplish this by reading some of the current books on human behavior, leadership, and general interpersonal relationships. You might recommend to him, for example, "Practical Business Psychology" by Laird & Laird and "The Art of Human Relations" by Lindgren. These will prove especially valuable to him in dealing with associates as well as customers and will help prepare him for the time when he is ready to take on supervisory responsibilities.
- There is some question as to whether he does not lean too heavily on other people's advice, standards, and opinions - instead of developing his individuality in these matters. He is, at times, too much concerned with what others think of him rather than with his personal standards. Nevertheless, he seems to have chosen a vocation that satisfies him and offers personal gratification. His ambitions are realistic - if he is not unduly impatient about achieving them. His devotion to the company is strong and his determination to succeed within it quite apparent.



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- In summary, this is an intelligent, ebullient individual who has excellent energy resources and good drive. His motivation seems strong and his determination consistent. He will need to develop better techniques for organizing, more attention to details, and a more enlightened knowledge of human relationships - but he is certainly capable of acquiring these. He should be a reliable and productive worker in his present capacity and capable of growing into additional responsibilities in the future.

PREPARED BY [Signature] February 5, 1957APPROVED BY SGWILLIAM B. WIEMERS, JR.

*has completed a psychological examination
covering aptitude and personality factors by*

THE PERSONNEL LABORATORY, INC.

One Park Avenue • New York 16, N. Y.

on January 22nd 1957

Please refer to Case # 570272
when inquiring about the results of this survey.