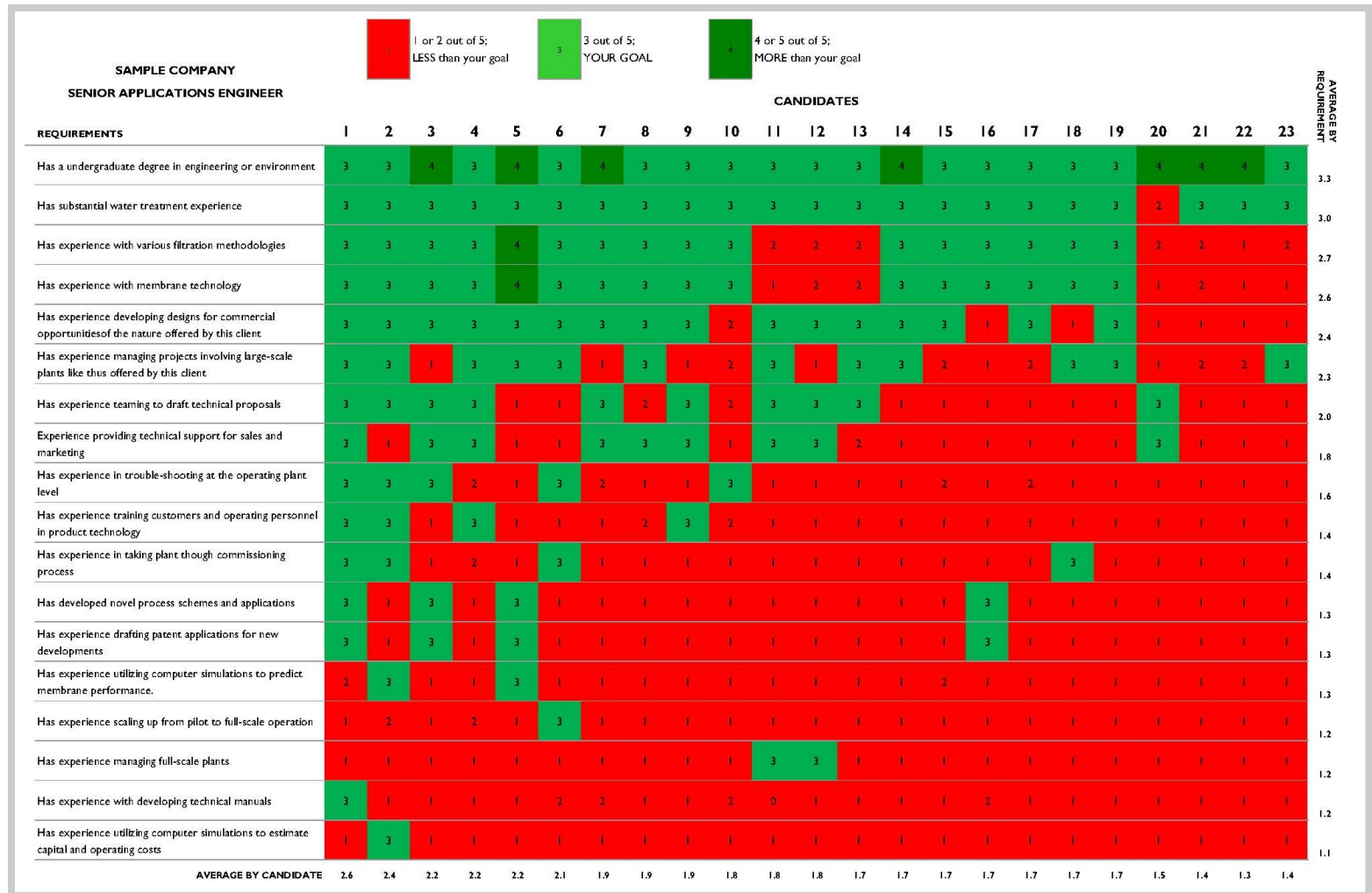


This Wentworth *TalentMetric* Candidate Talent Map Explains Why a Client Had Not Been Able to Fill a Job

- This job had been open for a long time. Multiple industry-specific contingency firms had worked on it and failed.

- Wentworth was asked to look at it. The job description seemed to be for a department not one person! We needed data to validate that they wanted more than most individuals could offer.



- We looked at 50+ resumes, finding 23 that were useful, and displayed the scores on a *TalentMetric* Talent Map.

- This information allowed management to understand that the market did not support what they wanted, and to see how capabilities are clustered in real candidates. Now their decision about the new design of the job will be informed by what is actually available in the labor market. The cost of this study was minimal compared to the savings from not commissioning a search that could not succeed.