

CASE STUDY

About the Client

Since its inception in 2006, this retail brand has grown to become India's largest retailer delivering superior value to its customers, suppliers and shareholders. The organisation operates a chain of neighbourhood stores, supermarkets, wholesale cash & carry stores, specialty stores and online stores and has democratized access to a variety of products and services across diverse segments for Indian consumers. It has emerged as the partner of choice for International brands and has established exclusive partnerships with many revered international brands.

Solution

Wheebox designed 4 different psychometric tests, a unique assessment was designed for each seniority level. Wheebox translated assessments into Kannada, Marathi, Telegu etc to deploy the assessment on a pan India level. Post-Assessment reports were instantly generated, and insights were shared with HR manager. The employee report provided detailed insights based on what was revealed, including strengths and areas of development. The client used these as basis for identifying learning needs across different levels.

The Process

The client has a number of sales managers spread across various outlets in the country. With time cracks started appearing in workforce performance. The client wanted to assess the capabilities of the sales staff deployed across all levels in the organisation. They selected certain critical to quality parameters to test the managers on.

To Speak to our assessment specialist please email at info@wheebox.com