



NEWS

FLASH

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Dear Clients, Dear Partners,

We hope you enjoyed the holiday season, and that you have started 2019 with much enthusiasm.

We have been recently concentrating on new Cloud solutions. They were presented in detail in our September 2018 Newsflash, on which occasion we offered you the chance to try them out. We would like to draw your attention once more to **Hospitality Cloud**, **Sales Skills Cloud** and, most of all, **Lingua Cloud**. For Lingua Cloud the accent is on user friendliness, together with a new tariff plan in the form of a subscription. This means that language tests are already available for a very low unit cost.

All the new Cloud modules are multi-platform, and can be used on Mac, smart-phones, and tablets.

There is more! **PersProfile Manager 360°** is new for 2019! Find out more with us here.

You will find this year's update availability published on our home page during the month of January 2019.

All the Versus Systems team wishes you the best and hopes 2019 will be a successful year for you.

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Hospitality Cloud

Description

[Hospitality Cloud](#) widens the Versus range in the field of social skills evaluation.

Hospitality Cloud was developed in conjunction with the Italian branch of the world leader in fast-food restaurants, the American McDonald's group.

Hospitality Cloud comprises 30 questions for evaluating client reception and outreach skills, initiative and team spirit. Aim: Recruitment, Retail sales, Gastronomy, Hotel services, Tourism, Hospitals, Consultants, and Training/Coaching.

Hospitality Cloud is a Cloud solution available in English, German, French, and Italian.

SalesSkills Cloud

Description

[SalesSkills Cloud](#) widens the Versus range in the field of competence tests.

SalesSkills Cloud is based on **SalesTest Manager** and covers the following points in 2 parts (SalesSkills I and SalesSkills II):

- ◇ SalesSkills I: First approach
- ◇ SalesSkills I: Argumentation
- ◇ SalesSkills I: Managing objections
- ◇ SalesSkills II: Adapting behaviour
- ◇ SalesSkills II: Negotiation
- ◇ SalesSkills II: Conclusion

SalesSkills Cloud Goals

Improving selection of staff for sales positions. Identifying possible training requirements.

SalesSkills Cloud is a Cloud solution available in English, German, French, and Italian.

Lingua Cloud

Description

[Lingua Cloud](#) corresponds to European standards and guidelines within the framework of the 6 ALTE language-skill levels 'COMMON EUROPEAN REFERENCE FRAMEWORK FOR LANGUAGES' as well as the 10 Berlitz levels.

- ◇ English
- ◇ French
- ◇ German
- ◇ Italian
- ◇ Spanish

Lingua Cloud is a Cloud solution available in English, German, French, Spanish, and Italian.



PersProfile Manager 360

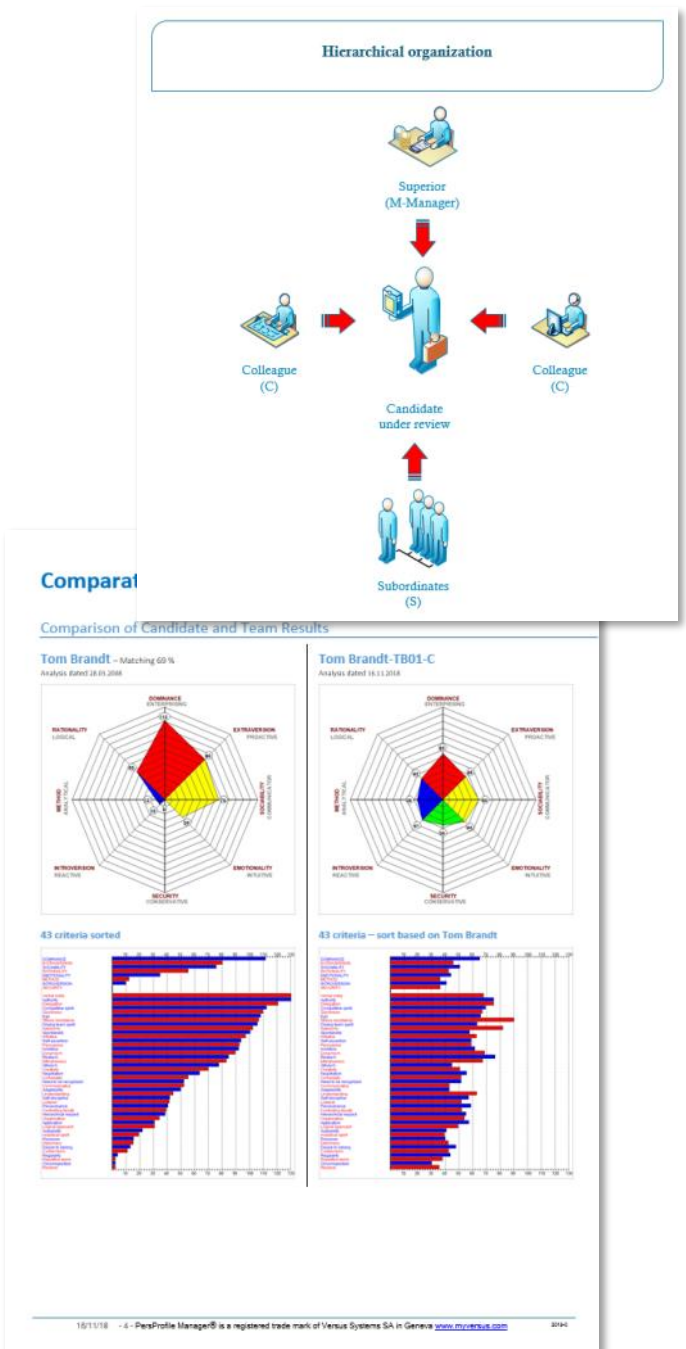
Description

PersProfile 360 is a tool for evaluating and managing behavioural competencies that makes it possible to accurately identify a person's motivations and areas of development. His motivations and qualities are assessed on the basis of the same questionnaire by his superiors, his colleagues, his professional contacts and his employees if he is a manager.

The purpose of this consultation is to define the behavioural profile of the person under reference as he is perceived in everyday life.

The answers are strictly confidential, and the PersProfile Manager 360 system ensures that they remain so.

PersProfile 360 is based on a special questionnaire which is an option.



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Saviez-vous ?



1. Que lorsque vous importez le fichier transmis par le serveur Cloud vous avez la possibilité d'assigner le candidat directement à un groupe que vous avez défini auparavant.
2. Que vous pouvez archiver vos anciens candidats, voire détruire les données en fonction de leur ancienneté, en respect des lois locales sur la protection des données.
3. Que notre Serveur Cloud peut vous envoyer les résultats de vos candidats directement sous une forme Word pour une modeste contribution.
4. Que nous pouvons adapter les modèles d'impression à votre Corporate Policy et y incorporer votre logo.
5. **PersProfile Manager sous Apple OSX:**
Oui c'est possible grâce à la solution Boot Camp d'Apple.
Infos: <https://support.apple.com/fr-ch/HT201468>

Did you know ?



1. That when you import a file transmitted by the Cloud server you can place the candidate in a group you have already defined.
2. That you can archive your old candidates, or create a time-limit for conservation/elimination of their personal data, where such destruction is prescribed by local laws on data retention.
3. That our Cloud server can, for a small fee, send you your candidates' results in Word.
4. That we can adapt our printing templates to your Corporate Policy, and include your logo.
5. **PersProfile Manager under Apple OSX:**
Yes, this is possible with the help of Apple Boot Camp feature.
Infos: <https://support.apple.com/en-us/HT201468>

Wussten Sie ?



1. Dass Sie die vom Cloud Server zugesandte Kandidaten Datei beim Import direkt einer Gruppe zuordnen können? Diese muss natürlich zuerst eröffnet werden.
2. Dass Sie mit Hilfe einer Periodenwahl bestehende Kandidaten archivieren oder löschen können, um so auch den Gesetzen in Bezug auf Datenschutz Rechnung zu tragen.
3. Dass unser Cloud Server Ihnen die Dateien Ihrer Kandidaten und Stellenprofile auch in Word Format mit minimalen Mehrkosten zusenden kann.
4. Dass wir Ihre Wordvorlagen mit Ihrem Logo versehen können.
5. **PersProfile Manager unter Apple OSX:**
Ja, das ist möglich dank der Lösung Boot Camp von Apple.
Infos: <https://support.apple.com/de-ch/HT201468>

Sapevate che è possibile?



1. Importare una scheda trasmessa dal server Cloud e posizionare il candidato in un gruppo predefinito.
2. Archiviare i vecchi candidati, o creare un limite di tempo per l'eliminazione dei loro dati, secondo le disposizioni locali riguardo alla conservazione/eliminazione di dati personali.
3. Per un piccolo contributo, ricevere i risultati dei vostri candidati dal nostro server Cloud in formato Word.
4. Chiederci di modificare i nostri formati di stampa per assecondare la vostra Corporate Policy, ed anche includere il vostro logo.
5. **PersProfile Manager sotto Apple OSX:**
Si è possibile grazie alla soluzione Boot Camp di Apple.
Info: <https://support.apple.com/it-ch/HT201468>

Programm Updates / Program updates / Mises à jour / Aggiornamento:

Seit 2017 werden die Updates—auf Abruf—elektronisch geliefert. [Update Bestellung.](#)

Since of 2017 the Updates are delivered electronically. To order click here [Update Order.](#)

Depuis 2017 les mises à jour sont livrés par voie électronique. Pour commander cliquez [Commande Update.](#)

Dal 2017 gli aggiornamenti vengono forniti su richiesta per via elettronica. [Update Order.](#)

Certifications PersProfile Manager Inter-Entreprises et en français:

Formations spéciales Client et Autres lieux de formation sur demande.
Spezielle Ausbildung auf deutsch auf Verlangen.
Special Training sessions in English on demand.

Certification Niveau 1

**12 et 13 mars 2019
5 et 6 novembre 2019**

Certification Niveau 2

À déterminer / not yet fixed

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