

## Personal Talent/ Job Benchmark Table

These 4 categories (Personal Attributes, Motivators, Behavior Traits, and Sales Skills) predict job success in the area of sales. The respondent's scores are based upon a comparison of his actual performance to the job benchmark.

<b><u>Personal Attributes</u></b>	<b>Jeff Doe</b>
Self Management	
Personal Accountability	
Results Orientation	
Problem Solving	
Resiliency	
Interpersonal Skills	
Customer Focus	
<b><u>Motivators</u></b>	
Utilitarian	
Theoretical	
Individualistic	
<b><u>Behavior Traits</u></b>	
Frequent Interactions	
Versatility	
Customer Orientation	
Frequent Change	
Urgency	

**LEGEND**

**Green** Above Benchmark

**Yellow** Meets Benchmark

**Red** Below Benchmark

Competitiveness	
Analysis	

<b>LEGEND</b>	
<u>Green</u>	Above Benchmark
<u>Yellow</u>	Meets Benchmark
<u>Red</u>	Below Benchmark

<u>Sales Skills</u>	Jeff Doe
Prospecting	
First Impression	
Qualifying	
Demonstration	
Influence	
Close	
General	
Total	

<input checked="" type="checkbox"/>	Hire
<input type="checkbox"/>	Hire with qualifications
<input type="checkbox"/>	Don't hire