



**About this report:**

The Strengths Chart displays the job behaviors necessary for the performance of this particular job. The circles indicate the individual's hard-wired personality traits and cognitive abilities between two extremes. The top section shows the Critical Job Behaviors that are necessary for success in this job. The lower section shows five Important Job Behaviors that can affect the performance of the job but which are not Critical.

## Critical Job Behaviors

Success is unlikely without these.

Capability						Capability				
CANNOT MOVE PROSPECTS TO MAKE BUYING DECISIONS; CANNOT CLOSE SALES					○					CAN MOVE PROSPECTS TO MAKE BUYING DECISIONS & CLOSE SALES
PRODUCT SALES					○					COMPLEX/SOLUTION SALES
DOES NOT CONTROL THE SALES PROCESS					○					CONTROLS THE SALES PROCESS

## Important Job Behaviors

These may help job performance but cannot make up for missing Critical Job Behaviors.

Capability						Capability				
TECHNICAL, DRY, UNEMOTIONAL PRESENTATIONS					○					ENTHUSIASTIC, ENERGETIC PRESENTATIONS
LITTLE OR NO SALES PLANNING			○							DETAILED SALES PLANNING
DIFFICULTY PROSPECTING & NETWORKING					○					ENJOYS NETWORKING & PROSPECTING
PATIENT WITH LONGER BUYING DECISIONS		○								PUSHES FOR SHORTER BUYING DECISIONS
COMMUNICATES SLOWLY WITH PROSPECTS					○					COMMUNICATES QUICKLY WITH PROSPECTS