

TriMetrix™ System

Job Report

Sales Representative

4-23-2003

TTI Performance Systems, Ltd.
16020 N. 77th Street
Scottsdale, AZ 85260
Tel.480-443-1077 Fax 800-788-3472
www.ttidisc.com

INTRODUCTION

If the job could talk, it would clearly define the knowledge, hard skills, people skills, behavior and culture needed for superior performance. Your unbiased input regarding the specific requirements of the job in question has been applied to the TriMetrix job benchmarking process. The result is an evaluative report that analyzes a total of 37 separate areas, presented in three sections:

SECTION 1: JOB ATTRIBUTES HIERARCHY (23 AREAS)

This section presents 23 key job attributes and quantifies their importance to this specific job. Each job has a unique ranking of attributes, reflecting different levels of capacities required by different jobs for superior performance.

SECTION 2: REWARDS/CULTURE HIERARCHY (6 AREAS)

This section clearly identifies the rewards/culture of the job, which defines its sources of motivation. It clarifies "why" and "in what kind of environment" this job will produce success.

SECTION 3: BEHAVIORAL HIERARCHY (8 AREAS)

This section explores the behavioral traits demanded of the job. The higher the ranking, the more important the behavioral trait will be to the job for stress reduction and superior performance.

The results of each area are ranked on a scale, reflecting the unique levels of applicability and importance to the job. These rankings reveal what is essential for this job to deliver superior performance and maximum value to your organization.

Section 1

JOB ATTRIBUTES HIERARCHY

All human jobs require certain people attributes. This section of the report identifies those human attributes that lead to superior performance in most jobs. The graphs below are in descending order from the highest rated attribute required by the job to the lowest.

CUSTOMER FOCUS: A commitment to customer satisfaction.

0 1 2 3 4 5 6 7 8 9 10



8.8 IMP

INTERPERSONAL SKILLS: The ability to interact with others in a positive manner.

0 1 2 3 4 5 6 7 8 9 10



8.8 IMP

SELF STARTING: The ability to initiate and sustain momentum without external stimulation.

0 1 2 3 4 5 6 7 8 9 10



8.8 IMP

GOAL DIRECTEDNESS: The ability to identify and prioritize activities that lead to a goal.

0 1 2 3 4 5 6 7 8 9 10



8.1 IMP

INFLUENCING OTHERS: The ability to personally affect others' actions, decisions, opinions or thinking.

0 1 2 3 4 5 6 7 8 9 10



8.1 IMP

The following scale is used throughout the report.

- 0 to 4.9 = NOT IMPORTANT TO JOB
- 5.0 to 7.4 = SOMEWHAT IMPORTANT
- 7.5 to 9.9 = IMPORTANT
- 10 = VERY IMPORTANT

Section 1

JOB ATTRIBUTES HIERARCHY

RESILIENCY: The ability to quickly recover from adversity.

0 1 2 3 4 5 6 7 8 9 10



8.1 IMP

SELF MANAGEMENT: The ability to prioritize and complete tasks in order to deliver desired outcomes within allotted time frames.

0 1 2 3 4 5 6 7 8 9 10



7.5 IMP

PERSONAL ACCOUNTABILITY: A measure of the capacity to be answerable for personal actions.

0 1 2 3 4 5 6 7 8 9 10



7.5 IMP

OBJECTIVE LISTENING: The ability to listen to many points of view without bias.

0 1 2 3 4 5 6 7 8 9 10



7.5 IMP

EMPATHETIC OUTLOOK: The capacity to perceive and understand the feelings and attitudes of others.

0 1 2 3 4 5 6 7 8 9 10



6.9 SWI

FLEXIBILITY: The ability to readily modify, respond to and integrate change with minimal personal resistance.

0 1 2 3 4 5 6 7 8 9 10



6.9 SWI

RESULTS ORIENTATION: The ability to identify actions necessary to complete tasks and obtain results.

0 1 2 3 4 5 6 7 8 9 10



6.2 SWI

Section 1

JOB ATTRIBUTES HIERARCHY

DIPLOMACY AND TACT: The ability to treat others fairly, regardless of personal biases or beliefs.

0 1 2 3 4 5 6 7 8 9 10



6.2 SWI

TEAMWORK: The ability to cooperate with others to meet objectives.

0 1 2 3 4 5 6 7 8 9 10



6.2 SWI

CONTINUOUS LEARNING: The ability to take personal responsibility and action toward learning and implementing new ideas, methods and technologies.

0 1 2 3 4 5 6 7 8 9 10



6.2 SWI

PLANNING AND ORGANIZATION: The ability to establish a process for activities that lead to the implementation of systems, procedures or outcomes.

0 1 2 3 4 5 6 7 8 9 10



5.6 SWI

DECISION MAKING: The ability to analyze all aspects of a situation to gain thorough insight to make decisions.

0 1 2 3 4 5 6 7 8 9 10



5.6 SWI

LEADING OTHERS: The ability to organize and motivate people to accomplish goals while creating a sense of order and direction.

0 1 2 3 4 5 6 7 8 9 10



5.6 SWI

CONFLICT MANAGEMENT: The ability to resolve different points of view constructively.

0 1 2 3 4 5 6 7 8 9 10



5.6 SWI

Section 1

JOB ATTRIBUTES HIERARCHY

PROBLEM SOLVING: The ability to identify key components of a problem to formulate a solution or solutions.

0 1 2 3 4 5 6 7 8 9 10



5.0

SWI

CONCEPTUAL THINKING: The ability to analyze hypothetical situations or abstract concepts to compile insight.

0 1 2 3 4 5 6 7 8 9 10

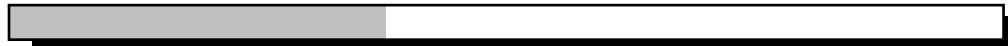


3.8

NI

ACCOUNTABILITY FOR OTHERS: The ability to take responsibility for others' actions.

0 1 2 3 4 5 6 7 8 9 10

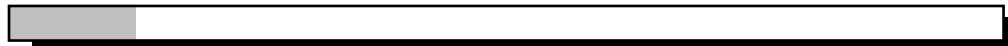


3.8

NI

DEVELOPING OTHERS: The ability to contribute to the growth and development of others.

0 1 2 3 4 5 6 7 8 9 10



1.2

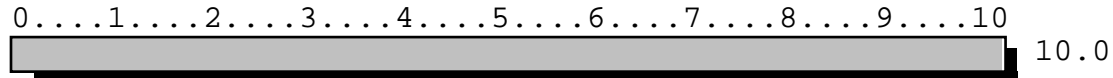
NI

Section 2

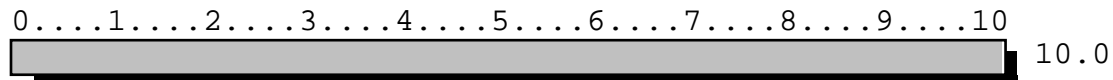
REWARDS/CULTURE HIERARCHY

In this section we are identifying the rewards culture system of a specific job. Matching a person's passion to a job that rewards that passion always enhances performance. The graphs below are in descending order from the highest rewards/culture required by the job to the lowest.

THEORETICAL



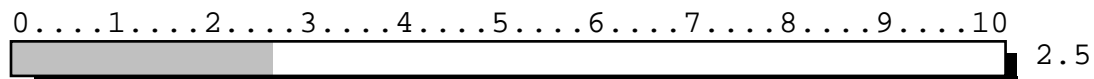
UTILITARIAN



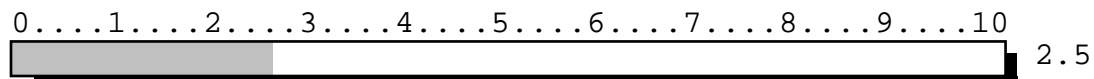
INDIVIDUALISTIC



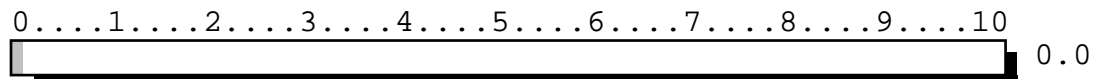
AESTHETIC



TRADITIONAL



SOCIAL

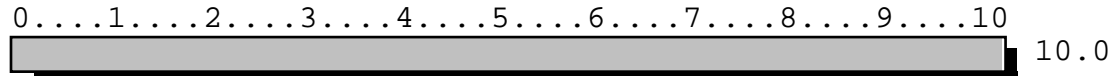


Section 3

BEHAVIORAL HIERARCHY

This section is designed to give a visual understanding of the behavioral traits demanded of the position. The graphs below are in descending order from the highest rated behavioral trait required by the job to the lowest. This means the higher the score the more important that behavioral trait is to stress reduction and superior job performance.

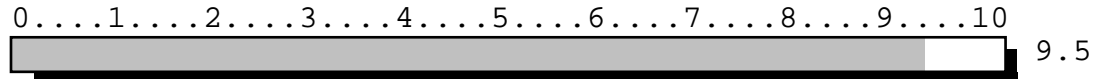
COMPETITIVENESS



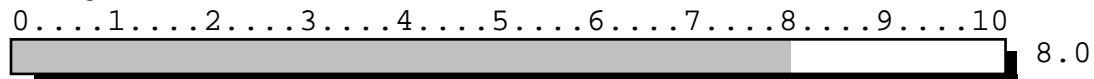
URGENCY



FREQUENT CHANGE



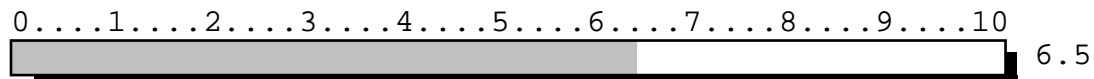
FREQUENT INTERACTION WITH OTHERS



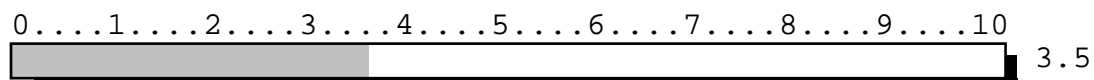
FLEXIBILITY



CUSTOMER ORIENTED



ANALYSIS OF DATA



ORGANIZED WORKPLACE

