

Sales Indicator Job Pattern Graph

SAMPLE PSI JOB PATTERN

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Competitiveness

1	2	3	4	5	6	7	8	9	10
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Self-Reliance

1	2	3	4	5	6	7	8	9	10
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Persistence

1	2	3	4	5	6	7	8	9	10
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Energy

1	2	3	4	5	6	7	8	9	10
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Sales Drive

1	2	3	4	5	6	7	8	9	10
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Sales Indicator Job Pattern Description

The "SAMPLE PSI JOB PATTERN" position will require:

Candidate Description

Competitiveness

More often than not, the ideal candidate will be willing to support a fine plan rather than to demand others to go along with him or her. This usually maintains positive relations with others, but the ideal candidate will be equally inclined to challenge a leader if it would aid the effectiveness of the team.

Self-Reliance

For the ideal candidate, a little predictability can go a long way toward personal satisfaction if balanced with a moderate level of spontaneity. He or she should be able to approach a novel situation with interest and try new ways to deal with unexpected outcomes.

Persistence

There are occasions when the ideal candidate will be willing to continue working toward an objective, even past regular working hours. The candidate's resilience has limits of course, but his or her balanced level of perseverance requires only occasional support.

Energy

The ideal candidate may rather have the chance to give attention to a moderate number of tasks so that his or her complete concentration can be applied in the most effective way. Methodical responsibilities may be best suited for his or her working style.

Sales Drive

The ideal candidate may not find it easy to adjust to change in some circumstances. Providing "warnings" about impending change may help, as would utilizing detailed and organized procedures when bringing about change. His or her reliance upon moderate structure works well for this position.