



Personal Report

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Account Executive

7-19-2007

INTRODUCTION

Where Opportunity Meets Talent®

Research has proven that job-related talents are directly related to job satisfaction and personal performance. People are well positioned to achieve success when they are engaged in work suited to their inherent skills, behavioral style and unique values. Your TriMetrix 3 System Personal Report can be compared with specific job requirements outlined in TriMetrix System Job and Job Plus Reports. When the talent required by the job is clearly defined and in turn matched to the individual, everyone wins!

The following is a highly-personalized portrait of your talent in three main sections:

SECTION 1: PERSONAL SKILLS HIERARCHY (23 AREAS)

This section presents 23 key personal skills and ranks them from top to bottom, defining your major strengths. The skills at the top highlight well-developed capabilities and reveal where you are naturally most effective in focusing your time.

SECTION 2: PERSONAL INTERESTS, ATTITUDES AND VALUES (6 AREAS)

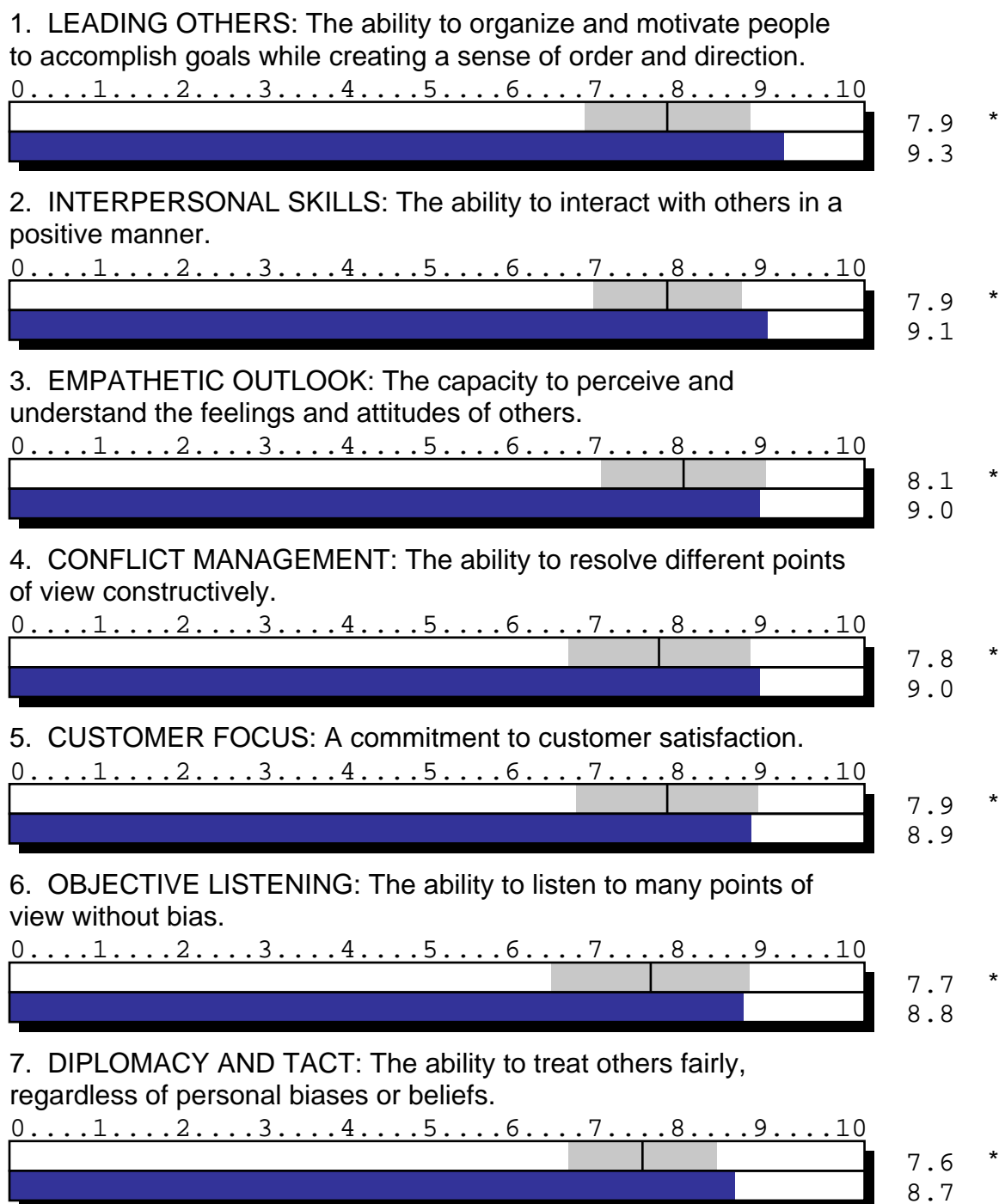
This section identifies what motivates you. In order to be successful and energized on the job, it is important that your underlying values are satisfied through the nature of your work. When they are, you feel personally rewarded by your work.

SECTION 3: BEHAVIORAL HIERARCHY (8 AREAS)

This section ranks the traits that most closely describe your natural behavior. When your job requires the use of your top behavioral traits, your potential for success increases, as do your levels of personal and professional satisfaction.

PERSONAL SKILLS HIERARCHY

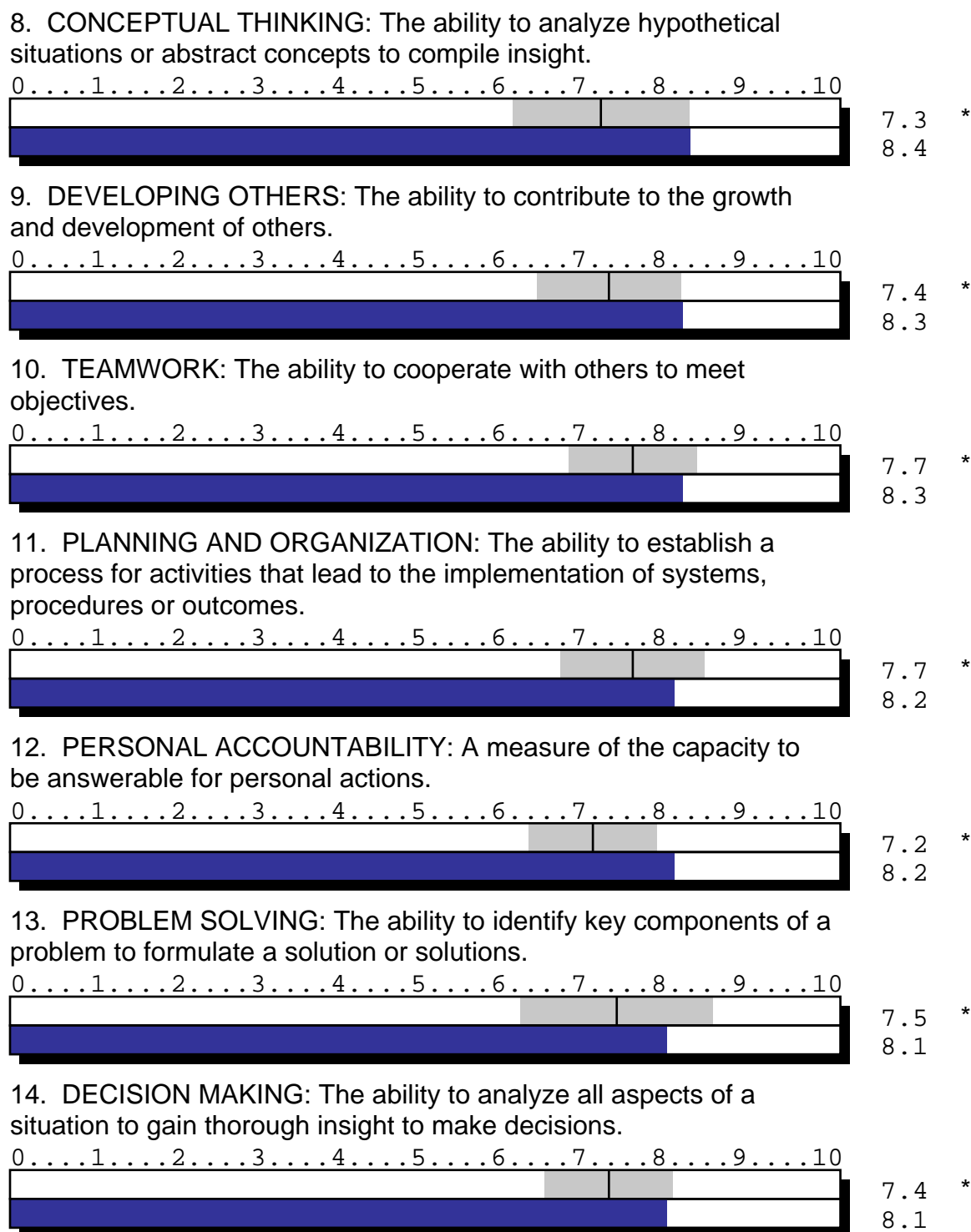
Your unique hierarchy of personal skills is key to your success. Knowing what they are is essential to reaching your goals. The graphs below rank your personal skills from top to bottom.



Rev: 0.94-0.90

* 68% of the population falls within the shaded area.

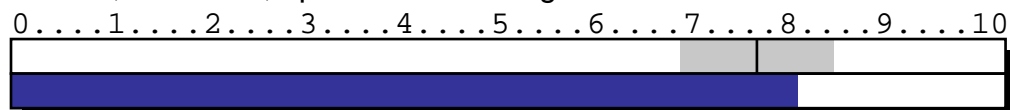
PERSONAL SKILLS HIERARCHY



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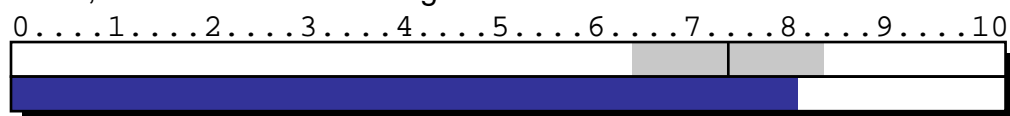
PERSONAL SKILLS HIERARCHY

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



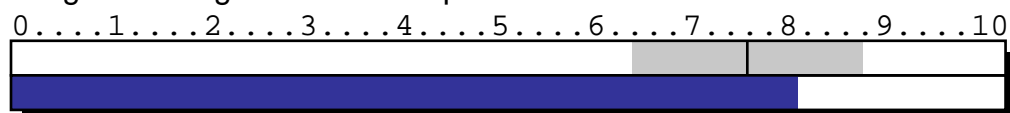
7.7 *
8.1

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



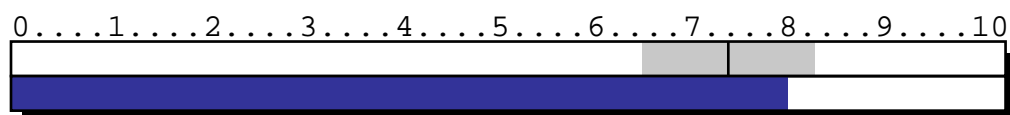
7.4 *
8.1

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



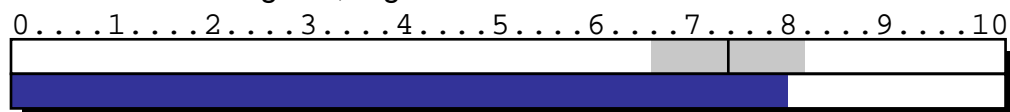
7.6 *
8.1

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



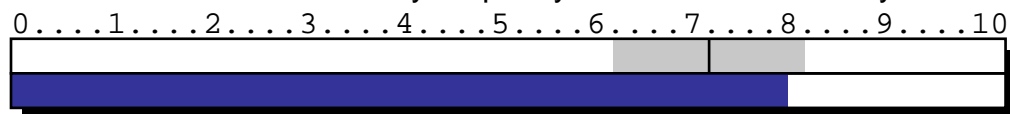
7.4 *
8.0

19. GOAL ACHIEVEMENT: The overall ability to set, pursue and attain achievable goals, regardless of obstacles or circumstances.



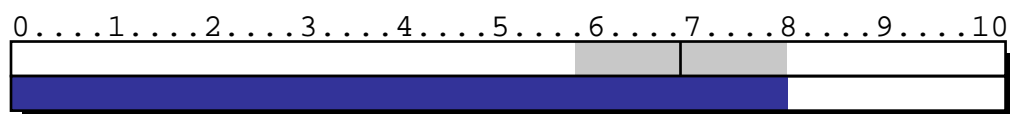
7.4 *
8.0

20. RESILIENCY: The ability to quickly recover from adversity.



7.2 *
8.0

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



6.9 *
8.0

* 68% of the population falls within the shaded area.

PERSONAL SKILLS HIERARCHY

22. 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



7.3 *
7.9

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

0 1 2 3 4 5 6 7 8 9 10



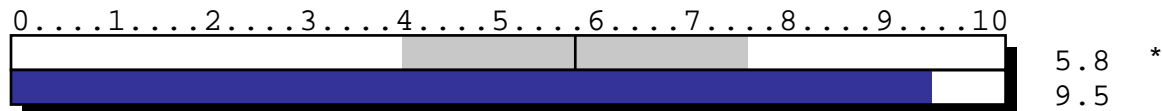
7.5 *
7.8

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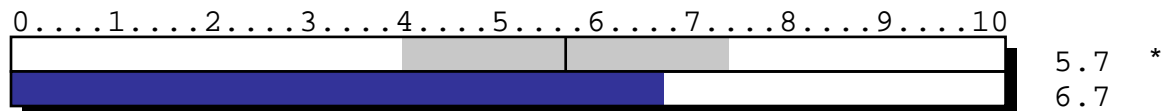
PERSONAL INTERESTS, ATTITUDES AND VALUES

Your motivation to succeed in anything you do is determined by your underlying values. You will feel energized and successful at work when your job supports your personal values. They are listed below from the highest to the lowest.

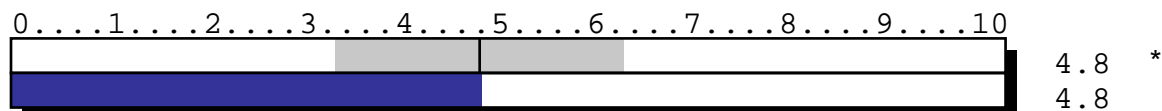
1. UTILITARIAN/ECONOMIC



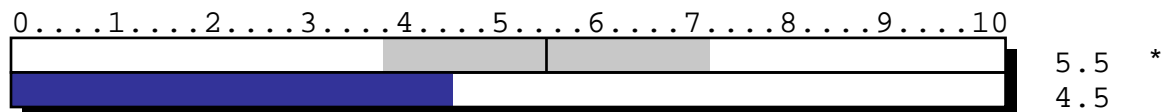
2. SOCIAL



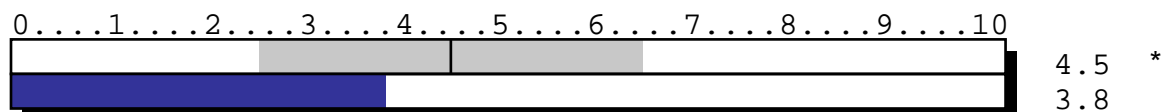
3. INDIVIDUALISTIC/POLITICAL



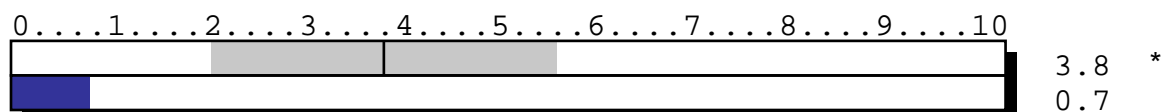
4. THEORETICAL



5. TRADITIONAL/REGULATORY



6. AESTHETIC



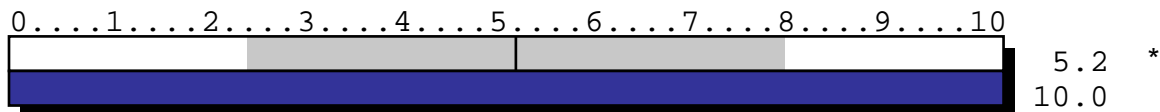
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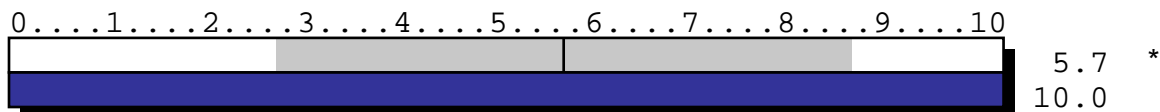
BEHAVIORAL HIERARCHY

Your observable behavior and related emotions contribute to your success on the job. When matched to the job, they play a large role in enhancing your performance. The list below ranks your behavioral traits from the strongest to the weakest.

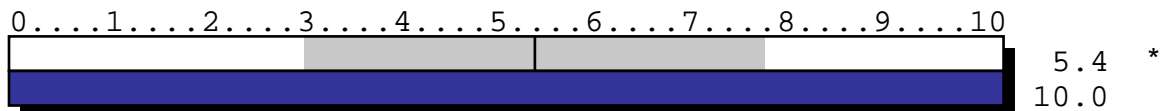
1. URGENCY



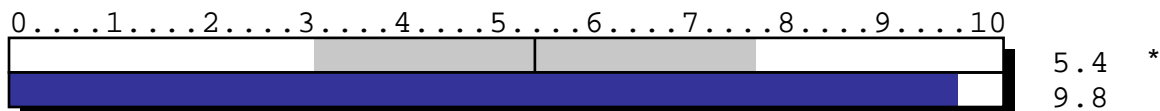
2. COMPETITIVENESS



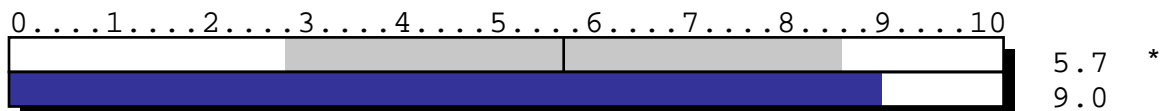
3. VERSATILITY



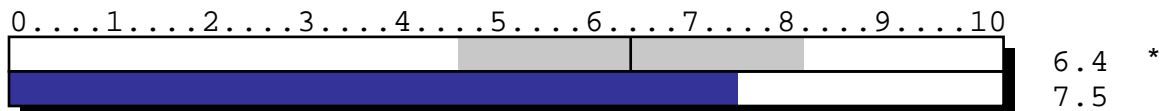
4. FREQUENT CHANGE



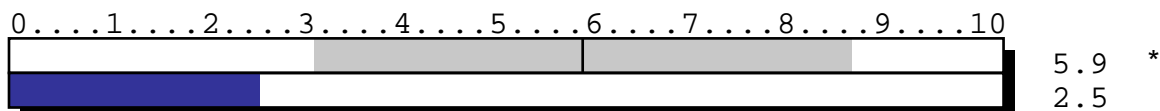
5. FREQUENT INTERACTION WITH OTHERS



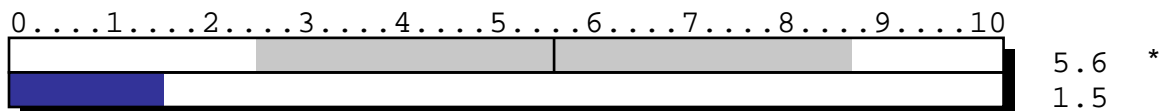
6. CUSTOMER ORIENTED



7. ANALYSIS OF DATA



8. ORGANIZED WORKPLACE



SIN: 92-100-04-17 (13) SIA: 93-66-08-05 (11)

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TriMetric® -DIMENSIONAL BALANCE

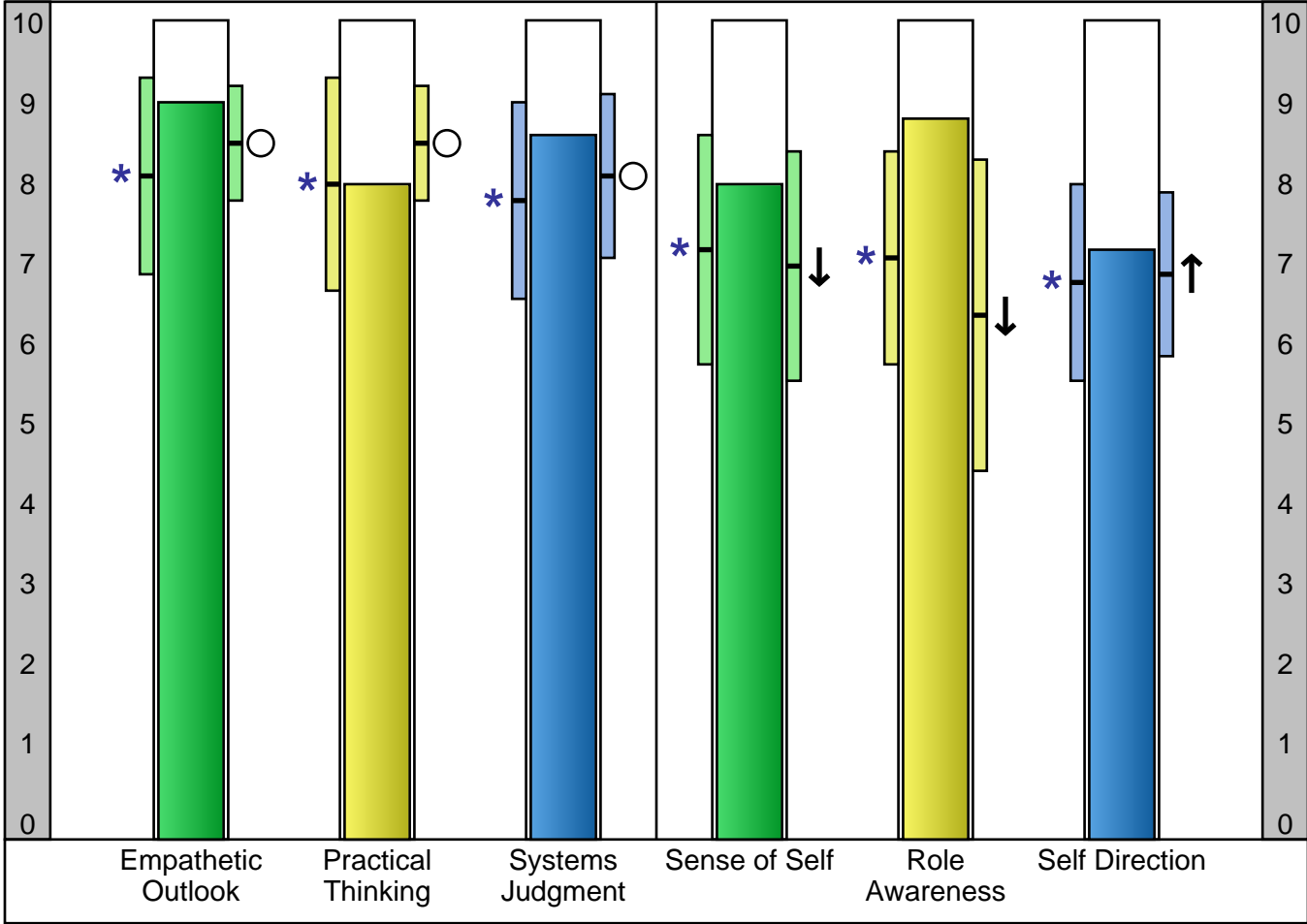
For consulting and coaching

7-19-2007

*	Population mean
↑	Overvaluation
○	Neutral valuation
↓	Undervaluation

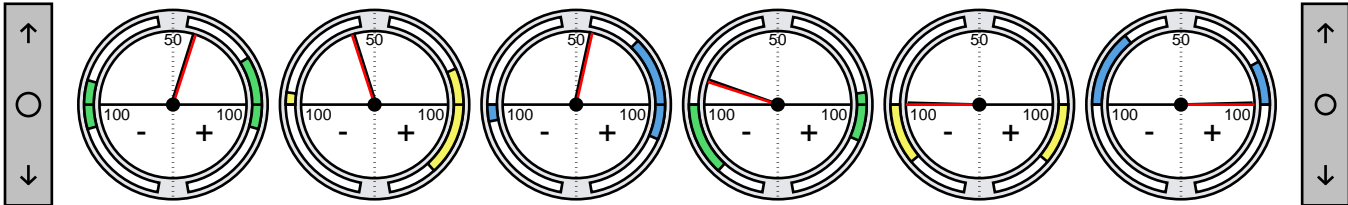
EXTERNAL FACTORS (Part 1)

INTERNAL FACTORS (Part 2)



Score 9.0 8.0 8.6 8.0 8.8 7.2

Bias ○ ○ ○ ↓ ↓ ↑



CATEGORY BREAKDOWN

For consulting and coaching

Accountability for Others

Conceptual Thinking

Conflict Management

- Correcting Others
- Problem Solving
- Sensitivity to Others

Continuous Learning

- Self Improvement
- Personal Drive

Customer Focus

- Evaluating What is Said
- Empathetic Outlook
- Freedom from Prejudices

Decision Making

- Conceptual Thinking
- Theoretical Problem Solving
- Role Confidence
- Balanced Decision Making

Developing Others

Diplomacy and Tact

- Empathetic Outlook
- Balanced Decision Making
- Freedom from Prejudices

Empathetic Outlook

Flexibility

- Surrendering Control
- Integrative Ability
- Understanding Motivational Needs

Goal Achievement

- Results Orientation
- Realistic Personal Goal Setting
- Project and Goal Focus
- Persistence

Influencing Others

- Conveying Role Value
- Gaining Commitment
- Understanding Motivational Needs

Interpersonal Skills

- Evaluating Others
- Personal Relationships
- Persuading Others

Leading Others

Personal Accountability

Objective Listening

- Evaluating What is Said

Planning and Organization

- Long Range Planning
- Concrete Organization
- Proactive Thinking

Problem Solving

Resiliency

- Persistence
- Handling Rejection
- Initiative

Results Orientation

Self Management

Self-Starting Ability

- Initiative

Teamwork

- Surrendering Control
- Relating to Others
- Sense of Belonging
- Sensitivity to Others

CORE SKILLS LIST

For consulting and coaching

Score	Mean	Description	Score	Mean	Description
9.8	7.9	Correcting Others	8.0	8.0	Practical Thinking
9.5	8.1	Personal Relationships	7.9	7.4	Project And Goal Focus
9.3	7.9	Leading Others	7.9	7.3	Results Orientation
9.0	8.3	Theoretical Problem Solving	7.9	7.3	Surrendering Control
9.0	7.9	Attitude Toward Others	7.9	6.7	Self Assessment
9.0	7.8	Freedom from Prejudices	7.9	7.9	Proactive Thinking
9.0	7.7	Evaluating Others	7.9	7.5	Sense of Timing
9.0	7.9	Sensitivity to Others	7.9	7.7	Sense of Belonging
9.0	8.1	Empathetic Outlook	7.8	7.5	Accountability for Others
9.0	8.1	Self Improvement	7.8	7.1	Gaining Commitment
8.8	8.2	Realistic Goal Setting for Others	7.8	7.2	Persistence
8.8	7.9	Emotional Control	7.7	7.1	Personal Drive
8.8	7.8	Persuading Others	7.5	7.3	Consistency and Reliability
8.8	7.7	Evaluating What is Said	7.5	7.4	Self Confidence
8.8	7.1	Role Awareness	7.5	7.3	Job Ethic
8.6	8.0	Following Directions	7.5	8.2	Respect for Property
8.6	8.0	Respect for Policies	7.4	7.1	Internal Self Control
8.6	7.8	Systems Judgment	7.2	6.9	Self Direction
8.5	7.0	Intuitive Decision Making	7.2	7.3	Sense of Mission
8.5	8.0	Attention to Detail	7.1	7.5	Quality Orientation
8.5	7.6	Realistic Personal Goal Setting	6.7	7.1	Role Confidence
8.5	8.1	Understanding Motivational Needs			
8.5	7.6	Using Common Sense			
8.5	7.8	Relating to Others			
8.5	7.8	Monitoring Others			
8.4	7.3	Conceptual Thinking			
8.4	7.6	Status and Recognition			
8.3	7.6	Concrete Organization			
8.3	7.7	Realistic Expectations			
8.3	7.4	Developing Others			
8.3	7.6	Long Range Planning			
8.3	7.4	Enjoyment of the Job			
8.2	7.2	Personal Accountability			
8.2	7.0	Balanced Decision Making			
8.2	6.9	Meeting Standards			
8.2	7.2	Taking Responsibility			
8.1	7.5	Problem Solving			
8.1	7.9	Conveying Role Value			
8.1	7.4	Handling Rejection			
8.0	7.0	Handling Stress			
8.0	7.3	Project Scheduling			
8.0	7.6	Integrative Ability			
8.0	7.3	Sense of Self			
8.0	6.9	Initiative			
8.0	8.0	Material Possessions			
8.0	7.4	Self Management			

CORE SKILLS LIST

For consulting and coaching

Score	Mean	Description	Score	Mean	Description
7.8	7.5	Accountability for Others	7.5	8.2	Respect for Property
8.5	8.0	Attention to Detail	7.9	7.3	Results Orientation
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8.1	7.9	Conveying Role Value	9.0	8.1	Self Improvement
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8.8	7.9	Emotional Control	7.2	7.3	Sense of Mission
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9.0	7.8	Freedom from Prejudices	8.6	7.8	Systems Judgment
7.8	7.1	Gaining Commitment	8.2	7.2	Taking Responsibility
8.1	7.4	Handling Rejection	9.0	8.3	Theoretical Problem Solving
8.0	7.0	Handling Stress	8.5	8.1	Understanding Motivational Needs
8.0	6.9	Initiative	8.5	7.6	Using Common Sense
8.0	7.6	Integrative Ability			
7.4	7.1	Internal Self Control			
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8.5	7.6	Realistic Personal Goal Setting			
8.5	7.8	Relating to Others			
8.6	8.0	Respect for Policies			