



COMPARISON ANALYSIS

For consulting and coaching

Job Attributes Hierarchy	Zone Range	Person
1. PERSONAL ACCOUNTABILITY	8.1 — 10.0	7.5
2. SELF MANAGEMENT	8.4 — 10.0	7.5
3. CUSTOMER FOCUS	9.1 — 10.0	7.7
4. SELF STARTING	8.1 — 10.0	6.6
5. GOAL ACHIEVEMENT	8.3 — 10.0	7.8
6. INTERPERSONAL SKILLS	8.9 — 10.0	7.7
7. INFLUENCING OTHERS	8.6 — 10.0	7.6
Job Rewards/Culture Hierarchy	Zone Range	Person
1. UTILITARIAN/ECONOMIC	7.7 — 10.0	5.5
2. INDIVIDUALISTIC/POLITICAL	4.9 — 6.3	4.8
3. THEORETICAL	3.8 — 5.5	4.7
Job Behavioral Hierarchy	Zone Range	Person
1. FREQUENT INTERACTION WITH OTHERS	8.7 — 10.0	9.0
2. CUSTOMER ORIENTED	6.5 — 8.2	8.0
3. COMPETITIVENESS	5.8 — 8.7	10.0

