

Strategic Account Manager

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The Receiver
Your Company
P.O. Box 1234
Anycity, USA 40000-1234

Personal & Confidential

Bottom-Line Recommendation

Candidate: John Smith
Position: Strategic Account Manager
Bottom-Line: Recommended

The validity scales from the Self-Descriptive Index indicate that Mr. Smith was candid in completing the questionnaires. As a result, the following interpretation is accurate.

Summary of Potential

Agreed-Upon Skills	Candidate Score
TAKES INITIATIVE IN A BUSINESS UNIT	77%
COMMITTS TIME AND EFFORT TO ENSURE SUCCESS	41%
PROVIDES PROACTIVE ASSISTANCE/SUPPORT	98%
DEVELOPS TECHNICAL COMPETENCE	56%
EDUCATES CUSTOMERS THROUGH STRUCTURED TRAINING	61%

Strategic Account Manager Skills Potential

TAKES INITIATIVE IN A BUSINESS UNIT

SCORE

77%

0 10 20 30 40 50 60 70 80 90 100

Definition: Demonstrates a willingness to take action on problems or opportunities without prompting; possesses the intrinsic desire and willingness to push toward achieving a desired goal or end-state without suggestion from others; prepares alternatives so the outcome is not jeopardized by unexpected barriers; exhibits the desire to blaze new trails as a means to an end.

Skill/Capability Level: Mr. Smith actively manages his plans and stays alert to potential obstacles. He has alternatives ready when things don't go as originally planned and implements them without direction from superiors. He installs targeted, selective modifications that provide real added value to the organization, rather than simply changing for the sake of variety.