BEHAVIORAL TRAITS MODEL OF A DUCK - 1

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STEP 1: Rate Each Trait: *1 = Not Required, up to 5 = Critical*
STEP 2: Select the TOP 10
STEP 3: Sort Most Critical to Least - TOP 5

Sales Manager

BEHAVIORAL TRAITS	STEP 1	STEP 2	STEP 3
Ability to Delegate	2		
Analytical Skills	3		
Assertiveness	4		
Attainment / Goal Oriented	5	X	1
Coaching Ability	3		
Communication / Written & Verbal	4		
Conflict - Ability To Handle	4		
Creativity	3		
Customer Service	4		
Decision Making	3		
Diplomacy Skills	3		
Emotional Intelligence	4		
Imagination	3		
Interdependence	4		
Interpersonal Skills	4		
Introspection	4		
Inventiveness	3		
Job Knowledge	4		
Leadership	5	X	
Listening Skills	5	X	
Manage Change	3		
Negotiation Skills	4		

BEHAVIORAL TRAITS	STEP 1	STEP 2	STEP 3
Organizational Skills	4	X	4
Patience	4		
People Skills	5	X	
Precision / Attention To Detail	4		
Pressure - Can Handle It	4		
Problem Solver	4	X	5
Resourcefulness	4		
Risk Taking	3		
Sales Ability	5	X	2
Strategic Thinking	4		
Teamwork	4		
Technology Skills	4	X	
Tenacity	5	X	3
Values	4		
Work/Life Balance	4		