

TriMetrix Development CD's

ATTRIBUTES HIERARCHY PERSONAL SKILLS HIERARCHY

Accountability for Others (1)

Conceptual Thinking (1)

Conflict Management (3)

- Correcting Others
- Problem Solving
- Sensitivity to Others

Continuous Learning (2)

- Self Improvement
- Personal Drive

Customer Focus (3)

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

Decision Making (4)

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

Developing Others (1)

Diplomacy and Tact (3)

- Empathetic Outlook *
- Balanced Decision Making *
- Freedom from Prejudices *

Empathetic Outlook (1) *

Flexibility (3)

- Surrendering Control *
- Integrative Ability
- Understanding Motivational Needs *

Goal Achievement (4)

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

Influencing Others (3)

- Conveying Role Value
- Gaining Commitment
- Understanding Motivational Needs *

Interpersonal Skills (3)

- Evaluating Others
- Personal Relationships
- Persuading Others

Leading Others (1)

Personal Accountability (1)

Objective Listening (1)

- Evaluating What is Said *

Planning and Organization (3)

- Long Range Planning
- Concrete Organization
- Proactive Thinking

Problem Solving (1)

Resiliency (3)

- Persistence *
- Handling Rejection
- Initiative *

Results Orientation (1) *

Self Management (1)

Self-Starting Ability (1)

- Initiative *

Teamwork (4)

- Surrendering Control *
- Relating to Others
- Sense of Belonging
- Realistic Personal Goal Setting *

- Repeated on more than one CD

REWARDS/CULTURE HIERARCHY
PERSONAL INTERESTS, ATTITUDES & VALUES

1 CD Each

Aesthetic / Individualistic / Social / Theoretical / Traditional / Utilitarian

BEHAVIORAL HIERARCHY

1 CD Each

Analysis of Data / Competitiveness / Customer Oriented / Frequent Change / Frequent Interaction with Others / Organized Workplace / Versatility / Urgency

