



Job Analysis Report

by Psychological Consultancy Ltd

ABC Limited - Sales Representative

Matt Marsh
Becky Sinclair
Gavin Wilkins
Helena Cook
Juile Rowlands

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PROFILE:MATCH® JOB ANALYSIS REPORT

To make good hiring decisions for any job you need to know which are the key 'must have' competencies. This Job Analysis Survey Report collates and analyses the views of your selected 'job experts', people who have valid opinions or insights into that role. In the main body of this report, all the PROFILE:MATCH® competencies are listed in order of priority. In the right hand column competencies are indexed to show the relative importance of each. You will need to decide which of the most highly rated competencies should be assessed.

How to use this report

Every competency in the PROFILE:MATCH® competency library will be attractive in some way, but only a few will have a direct impact on performance in the job in question. This report will help you to make the important distinction between what is essential and what is merely desirable.

For some jobs there will be just one overriding consideration, for others there may be five or more competencies that impact on performance. Our general recommendation is that, to focus on the essentials, you should expect to isolate between three and seven critical competencies.

Selection processes are easily derailed when hiring managers are unclear as to what exactly they are looking for. The process of hoping that the most suitable candidate will somehow emerge is all too common and is fundamentally flawed.

By targeting specific competencies you are unlikely to be diverted or blown off course, while those who omit this essential step will become increasingly confused and overwhelmed by largely irrelevant additional information.

When using this report there are four things that you should remember:

- 1) You can create as many JAS Reports as you like based on any combination of your survey contributors.
- 2) In your final competency selection make sure that you differentiate between what is really essential and what is desirable.
- 3) Be aware that the JAS process may give high ratings to competencies that are similar or over-lapping. In such cases, you will probably want to make a choice between them rather than include both.
- 4) Check your final selection by referring back to the full competency definitions (available as a pdf download from the PROFILE:MATCH® Competency Library).

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Priority	Competencies	Points
1	<p>COMMUNICATION SKILLS Having the confidence and clarity to communicate effectively, whilst showing sensitivity to the needs of different audiences.</p>	75
2	<p>INTERPERSONAL SKILLS The ability to develop and maintain relationships with colleagues, customers and clients, whilst being aware of and sensitive to the feelings of others.</p>	66
3	<p>SELF-CONFIDENCE Being socially self-assured, ready to express opinions and happy to take on responsibilities - energetic, optimistic and often inspiring.</p>	65
4	<p>RESILIENCE Remaining calm and rational under pressure, being even-tempered, confident and generally upbeat, and maintaining emotional independence.</p>	63
5	<p>PERSUASIVE COMMUNICATION Having the ability to communicate clearly and effectively in a persuasive and influential manner.</p>	61
6	<p>CUSTOMER FOCUS Recognising the significance of customer satisfaction to organisational success and responding to customers in a professional and courteous way.</p>	60
7	<p>PROJECT MANAGEMENT Being able to take responsibility for projects and to do whatever is necessary to achieve their objectives on time and within budget.</p>	50
8	<p>RESULTS ORIENTATION Being energetic and motivated towards achieving organisational objectives; showing persistence, initiative and an optimistic 'can do' attitude.</p>	48

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Priority	Competencies	Points
9	<p>LEADERSHIP POTENTIAL The ability to make a leadership contribution at any level within an organisation; creating a vision, inspiring others and leading them in an effective and motivating way.</p>	42
10	<p>MOTIVATION Being positive, energetic and self-motivated, showing initiative, taking responsibility, and aligning their own goals with those of the organisation.</p>	38
11	<p>COMMITMENT Showing identification with organisational values and objectives - likely to conform to rules and regulations.</p>	37
12	<p>DECISION MAKING Having the strategies to capture key information, the perspective to see the issues and the confidence to remain composed when risks are high.</p>	36
13	<p>FLEXIBILITY Being able to adapt to the unexpected and welcoming innovation, change and variety at work.</p>	35
14	<p>STRATEGIC AWARENESS Awareness of the bigger picture and the wider implications of events for elements within and beyond the organisation.</p>	34
15	<p>INFORMATION MANAGEMENT Having a respect for knowledge and factual information and being disposed to research issues and discover the available facts prior to making a decision.</p>	31
16	<p>TEAM ORIENTATION To get along with and be supportive of others, to share one's expertise, be receptive to other contributions and able to handle constructive criticism.</p>	31

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Priority	Competencies	Points
17	PROBLEM SOLVING Being innovative, practical, and able to develop solutions to workplace problems in a logical and realistic way.	30
18	ATTENTION TO DETAIL Having a practical, realistic outlook; being conscientious, attentive to detail and dutiful.	28
19	PEOPLE MANAGEMENT The capacity to manage people effectively, with integrity and even-handedness; motivating others without compromising on discipline and performance issues.	26
20	CREATIVE Being curious, imaginative, energetic and having lots of ideas; willing to constructively challenge the status quo in pursuit of organisational improvement.	25
21	PLANNING AND ORGANISING Being organised, thorough and conscientious; appreciating the importance of planning and co-ordination in meeting organisational objectives.	25
22	ANALYTIC Being calm, systematic, rational and logical; basing decisions on a careful evaluation of all the available information.	22
23	DELEGATING Appreciating the need to give others responsibilities and challenges at work and to allocate tasks appropriately.	16
24	DEVELOPING OTHERS Having a respect for knowledge and learning and an appreciation of the win/win benefits of talent development to the individual and to the organisation.	10