

## ASSESS Strategic Success Competency Model Library Worksheet

The ASSESS Strategic Success Competency Library uses 38 competencies grouped into three work-related areas: Thinking, Working, Relating. The ASSESS system includes 9 Competency Reports (6 for hiring, 3 additional for development) that can be used for sales, management, leadership and individual contributors. These general reports fit the needs of most organizations. Company-specific competency models however can be tailored to job or job classes using the ASSESS competencies.

### Thinking

- Visioning
- Innovation
- In-Depth Problem Solving & Analysis
- Decisive Judgment
- Championing Change
- Adapting to Change
- Courage of Convictions
- Business Acumen\*
- Functional Acumen\*

### Working

- Planning and Organizing
- Driving for Results
- Delivering Results
- Quality Focus
- Continuous Improvement
- Policies, Processes, and Procedures
- Safety
- Customer Focus
- Customer Service
- Integrity
- Resilience
- Continuous Learning\*

### Relating

- Teamwork and Collaboration
- Influencing and Persuading
- Persuading to Buy
- Managing Others
- Team Leadership
- Coaching and Developing Others
- Motivating Others
- Organizational Savvy
- Relationship Management
- Negotiation
- Conflict Management
- Interpersonal Communication
- Written Communication\*
- Presentation Skills\*
- Meeting Leadership\*
- Meeting Contribution\*
- Respecting Diversity\*

Competency Worksheet compliments of Success Performance Solutions

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