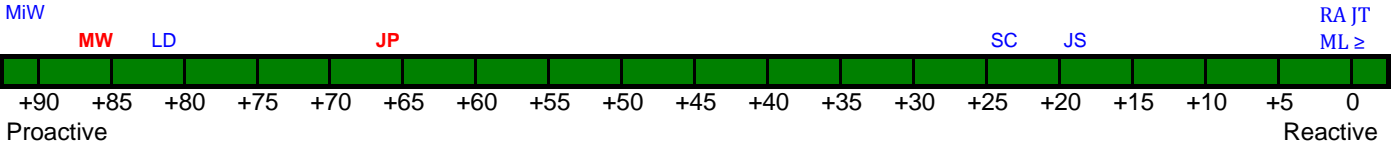


Comparison Assessment Scores

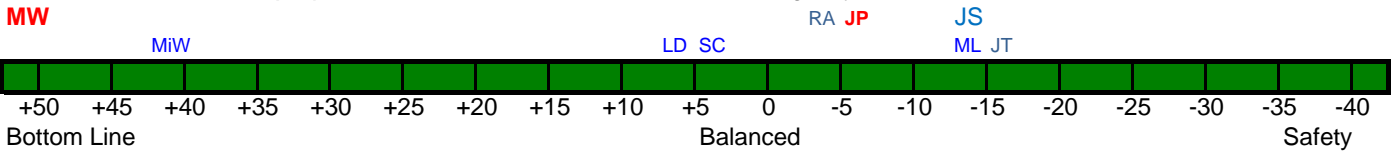
Red - Owner or Principals

Blue - Staff

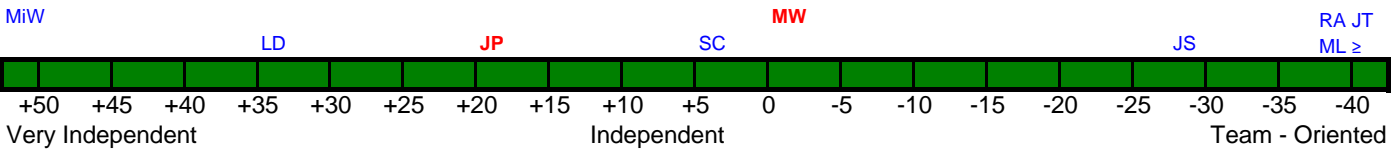
Self-Management / Enterprising Potential (EP)- assesses self-management potential



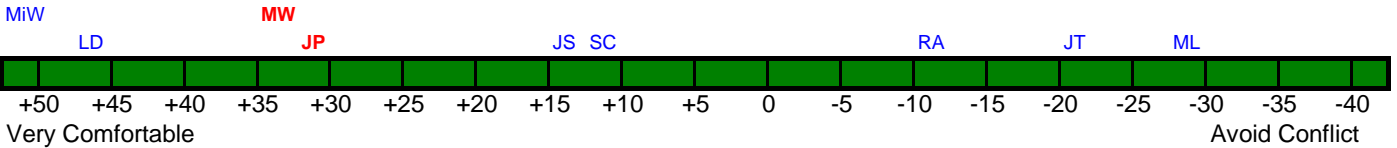
Achievement Potential (AP)- assesses motivational mix and sense of urgency



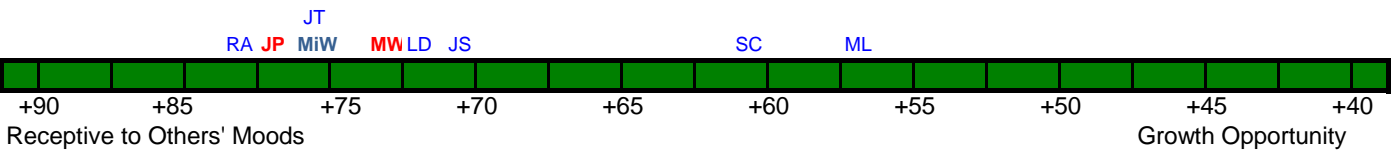
Independence Potential (IP)- assesses a candidate's fit with the company and also feedback style



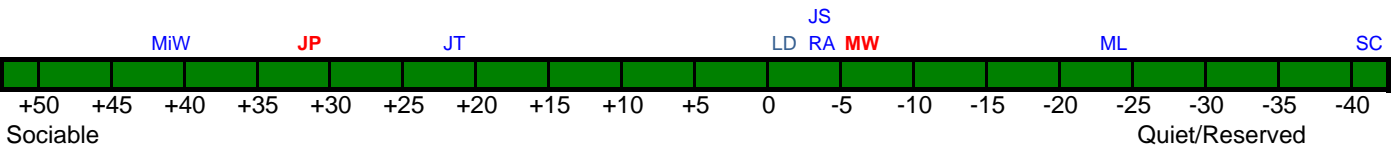
Comfort with Conflict (CWC)- manager's comfort with interpersonal conflict



Emotional Quotient (EQ)- ability to identify mood in self and others; empathy



People Orientation (PO)- individual's comfort interacting with others



Investigative (INV)- assesses an individual's attention to detail and motivation to learn new things

