

Evaluation Matrix

Success Skills	Assessment Tools					Overall
	Sales Call	Business Analysis	WRQ	LSJ	Add a Tool	
Initiative	xx	xxx	xxx	xx		
Analysis	xx	xxx	xx	xx		
Innovation	xx	xxx	xx	xx		
Stress Tolerance/resilience	x	xxx	xxx	x		
Collaboration	xx	xxx	xxx	xx		
Leadership	xxx	xx	xxx	xx		
Influencing	xxx	xxx	xxx	xx		
Delegating	xxx	xx	xx	xxx		
Flexibility/change	xx	xxx	xxx	xx		
Planning/organizing	xx	xxx	xx	xx		
Oral Communication	x	xxx	xx	NA		

x = important for success in this simulation
 xx = very important for success in this simulation
 xxx = critical for success in this simulation

Rating Scale
 7 = Expert
 6 = Well Above Target
 5 = Above Target
 4 = Target
 3 = Below Target
 2 = Well Below Target
 1 = Ineffective
 NA = Not Applicable