



CORETEAM™ ANALYSIS REPORT

**Hypothetical Corporation
Leadership Team
Tuesday, October 05, 2004**



10200 Alliance Road, Suite 310
Cincinnati, Ohio 45242
Tel 513.792.7500 Fax 513.793.8535
support@devinegroup.com
www.devinegroup.com

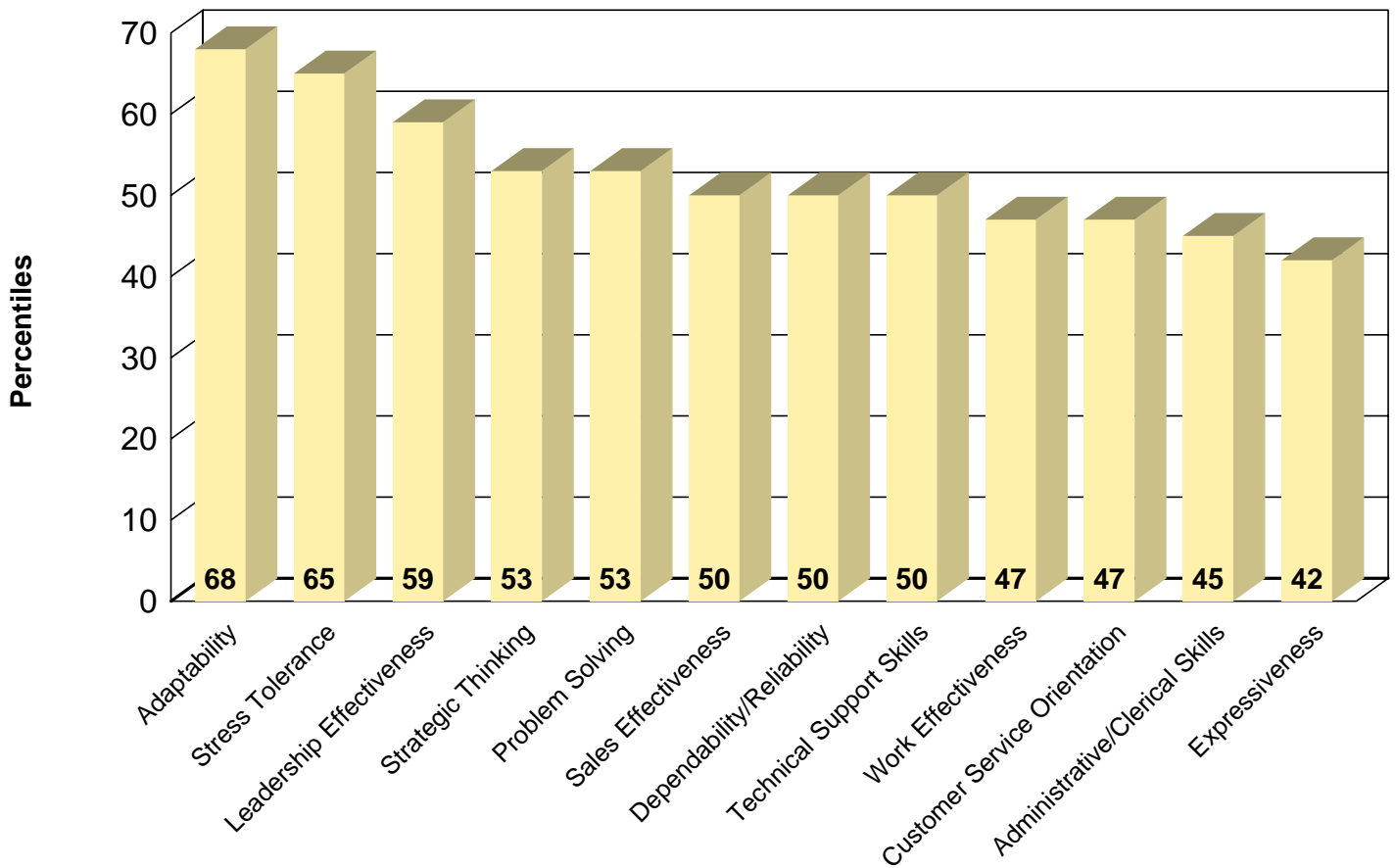
CoreTeam™ At a Glance

This section of the report contains composite results of the designated team members in a pre-selected group of behavioral competencies.

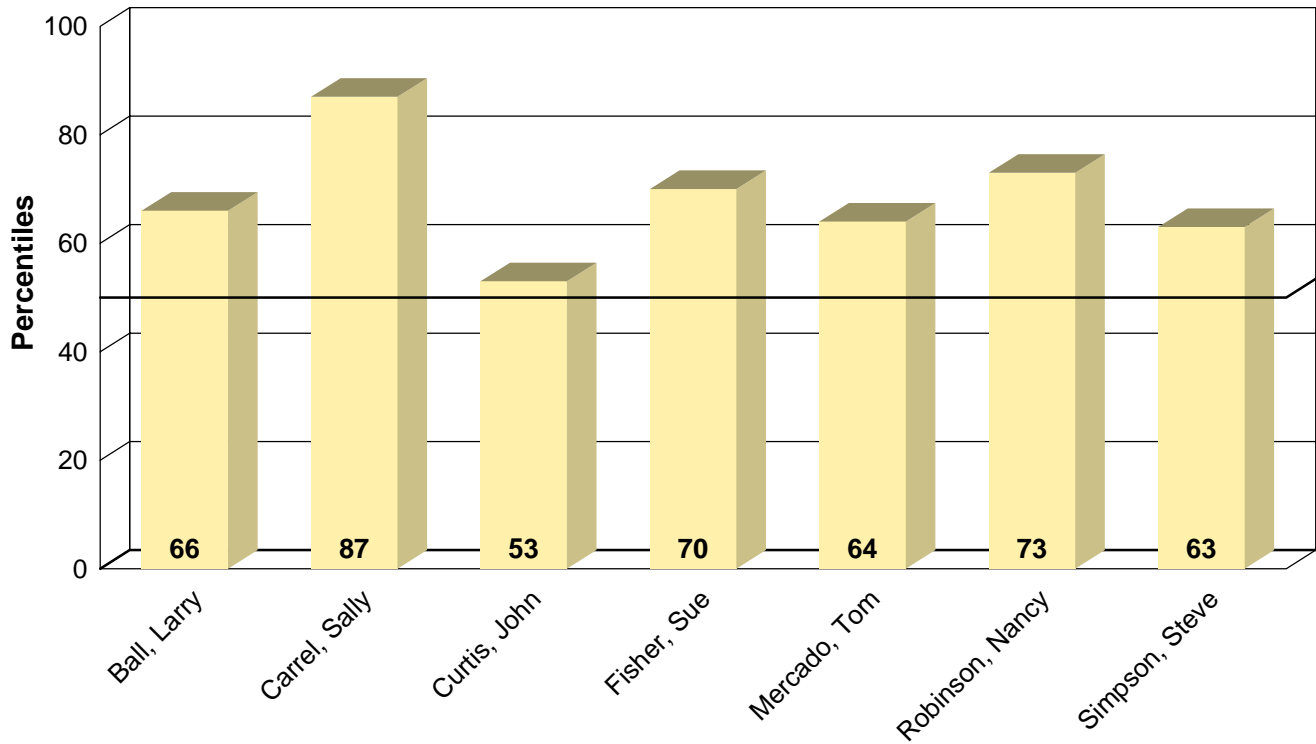
The presentation of this data is intended to direct your attention to specific team strengths and development opportunities. Each competency is presented by the individual team member's actual scores as well as the average score for each behavior.

By using CoreTeam™ you will understand your team's strengths and opportunities as they compare to the customized Success Profile. This assessment identifies potential team training needs as well as alignment of team strengths to the strategic vision of the organization.

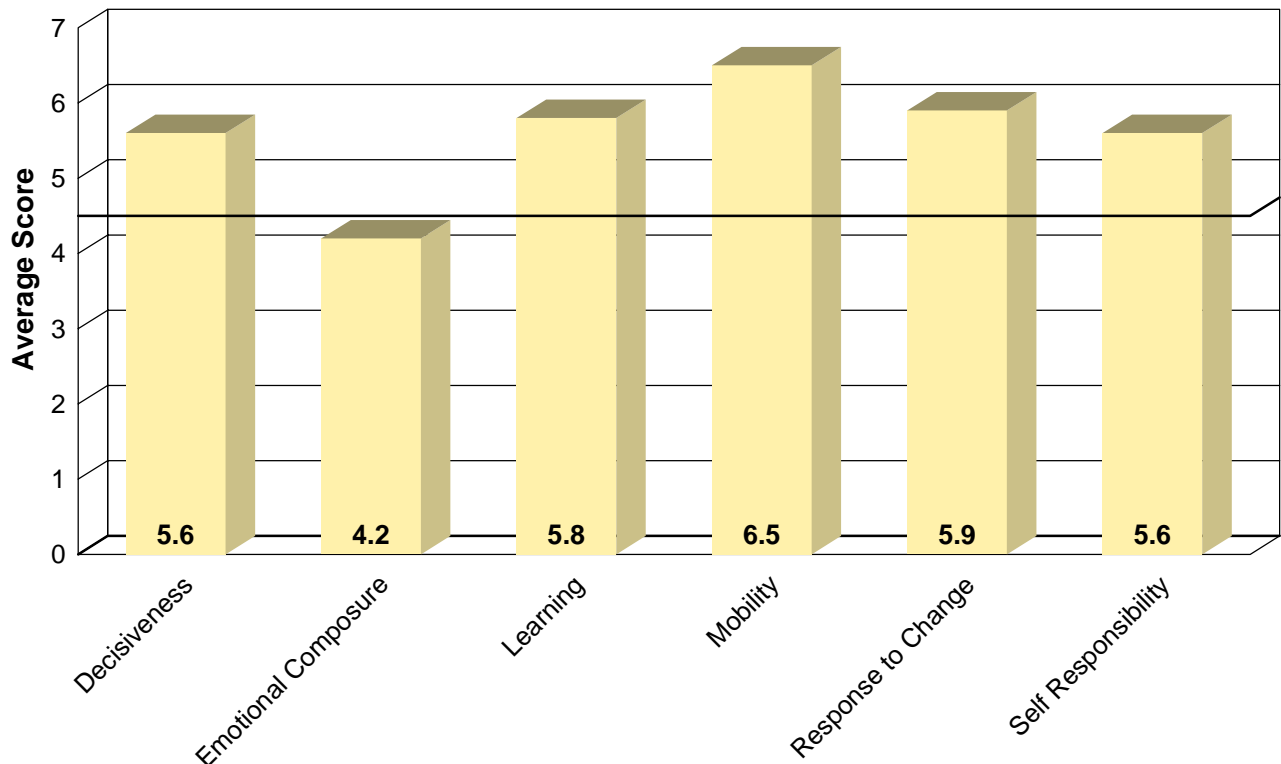
Competencies Overview



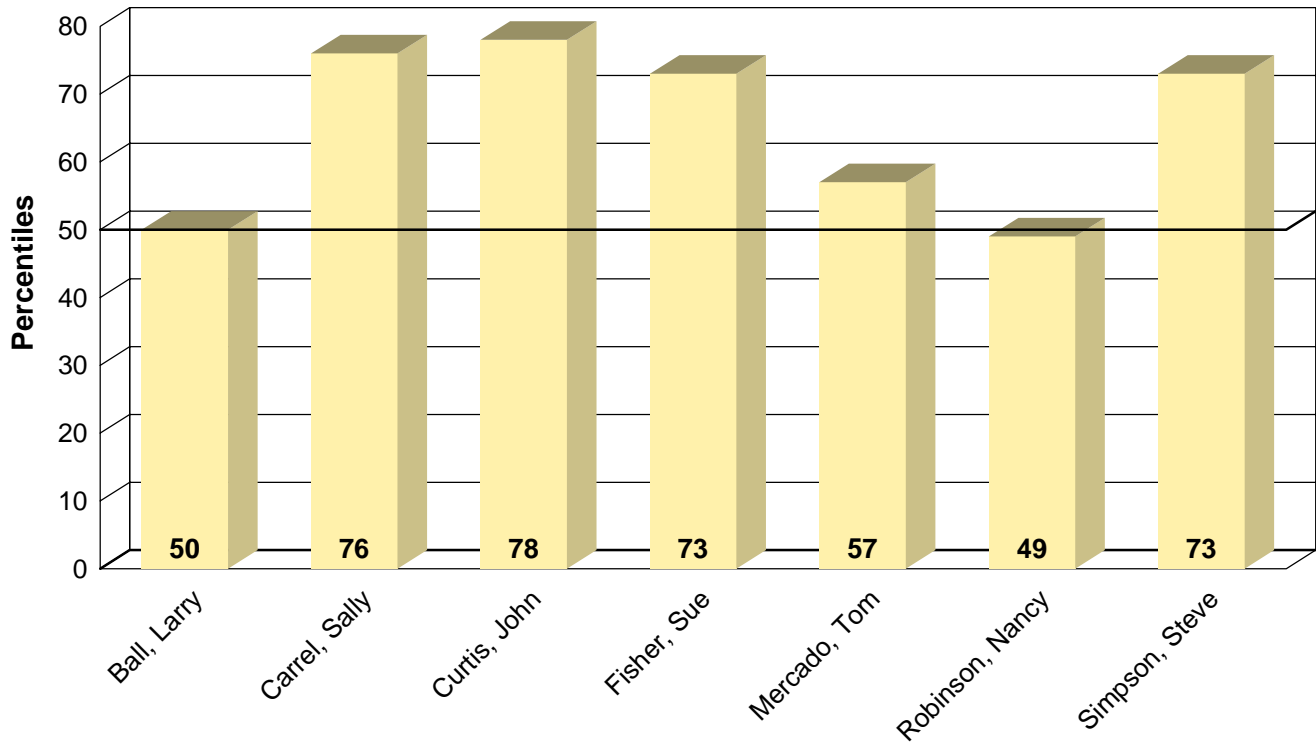
Adaptability: Team Member Scores



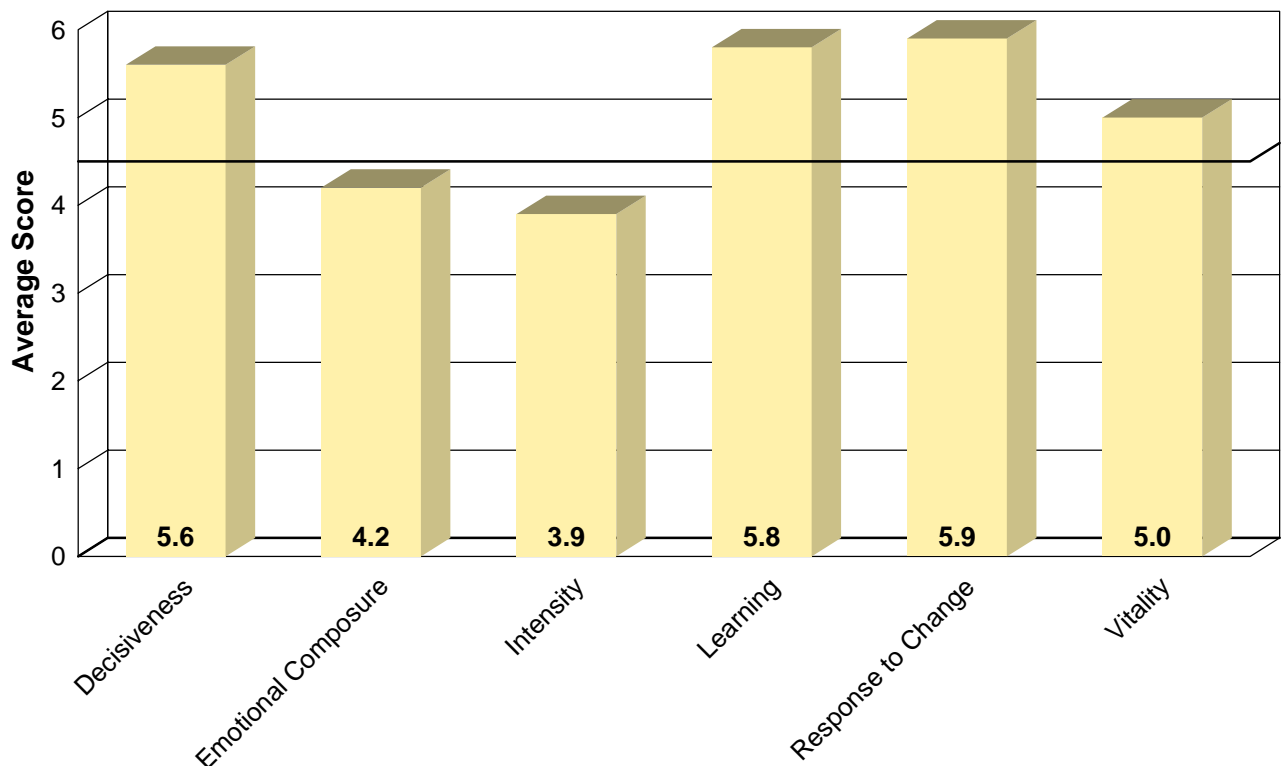
Adaptability: Behavioral Results



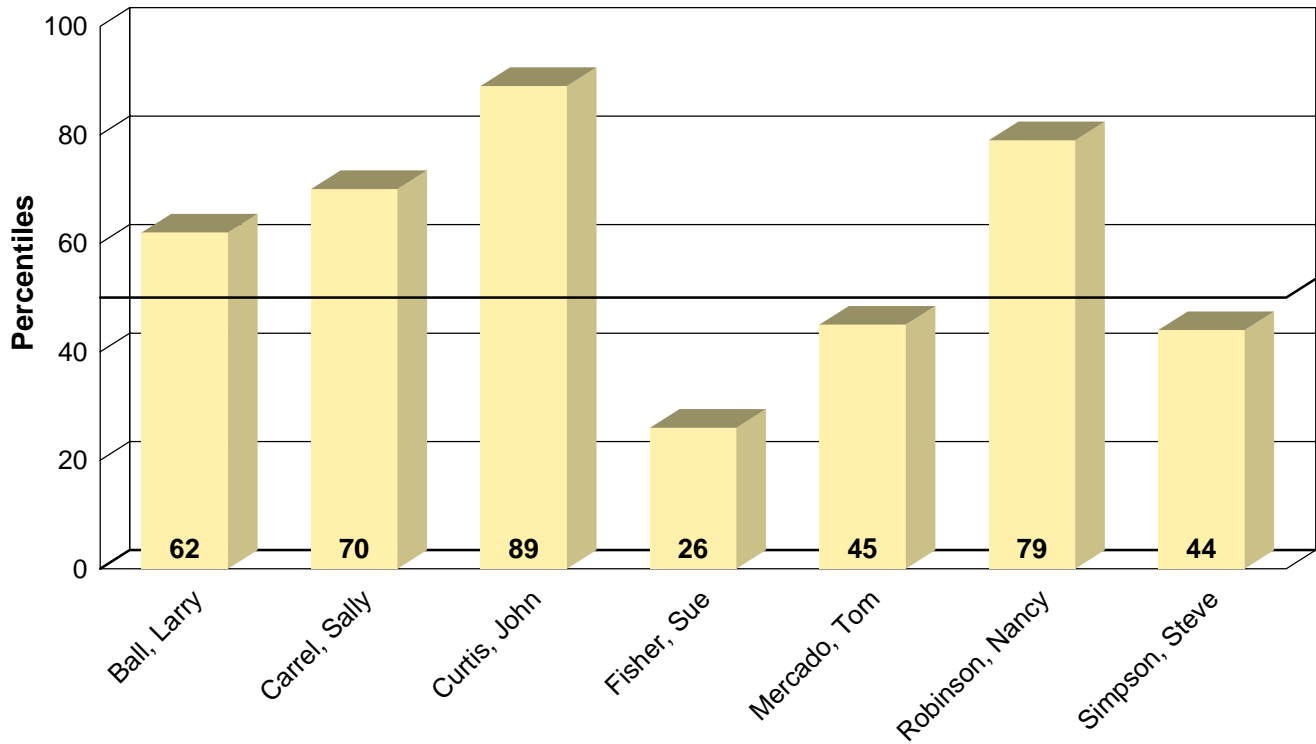
Stress Tolerance: Team Member Scores



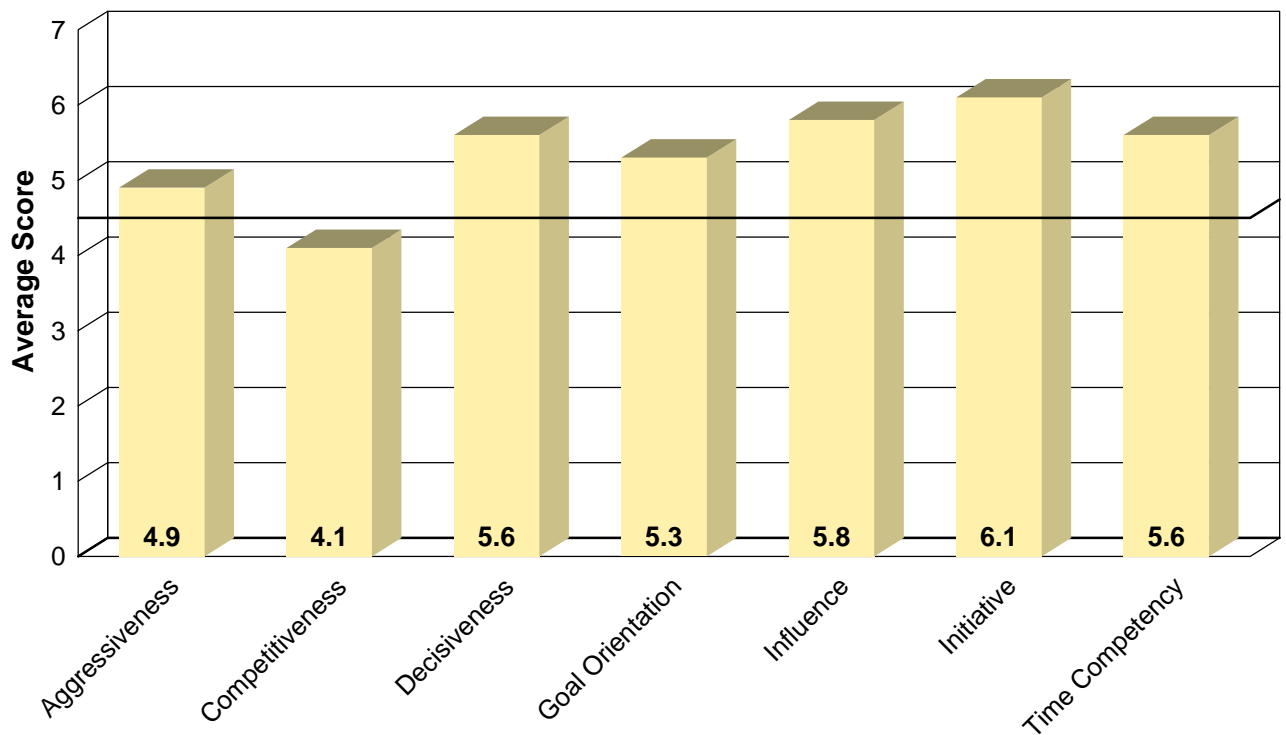
Stress Tolerance: Behavioral Results



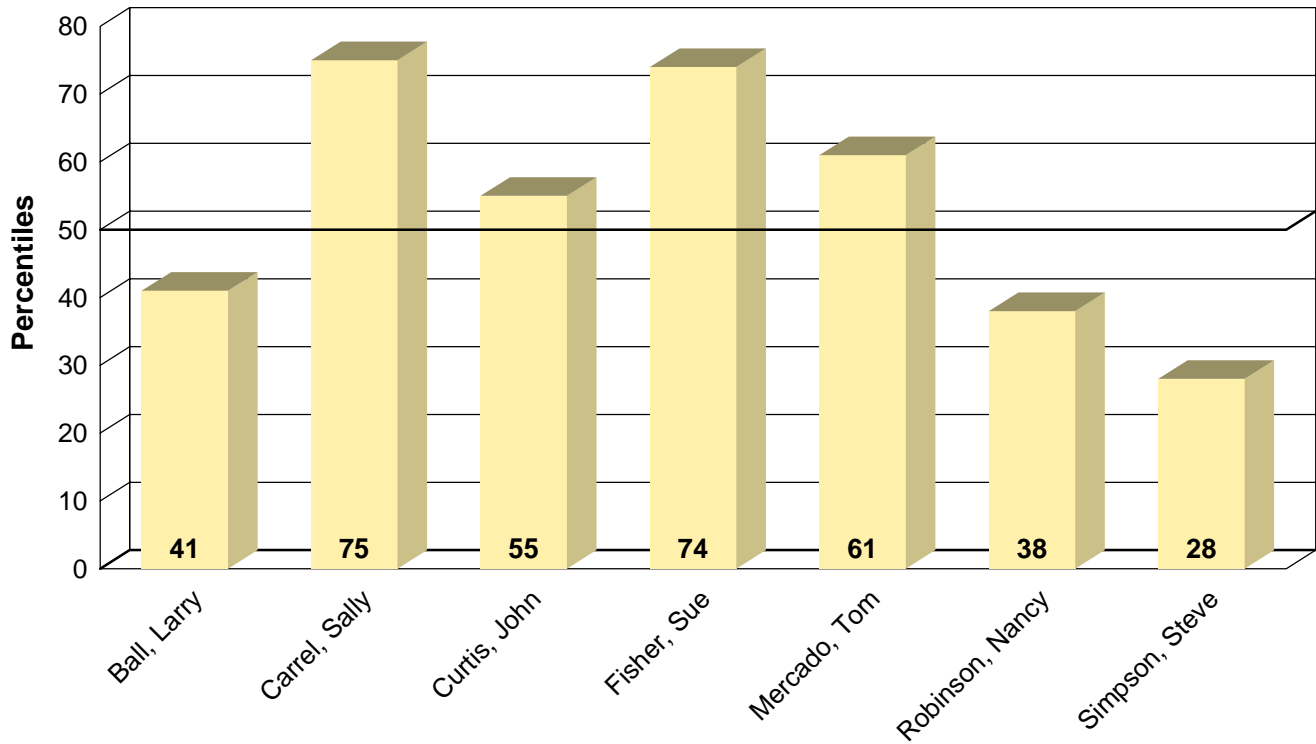
Leadership Effectiveness: Team Member Scores



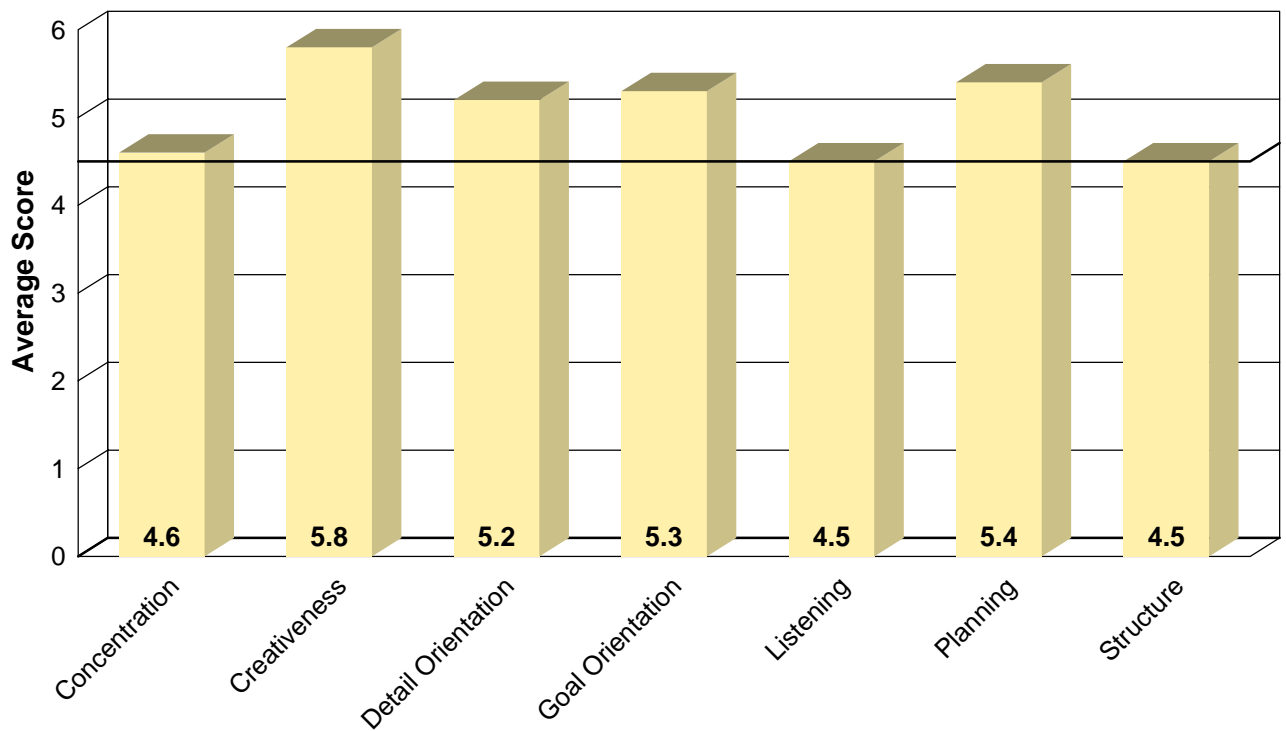
Leadership Effectiveness: Behavioral Results



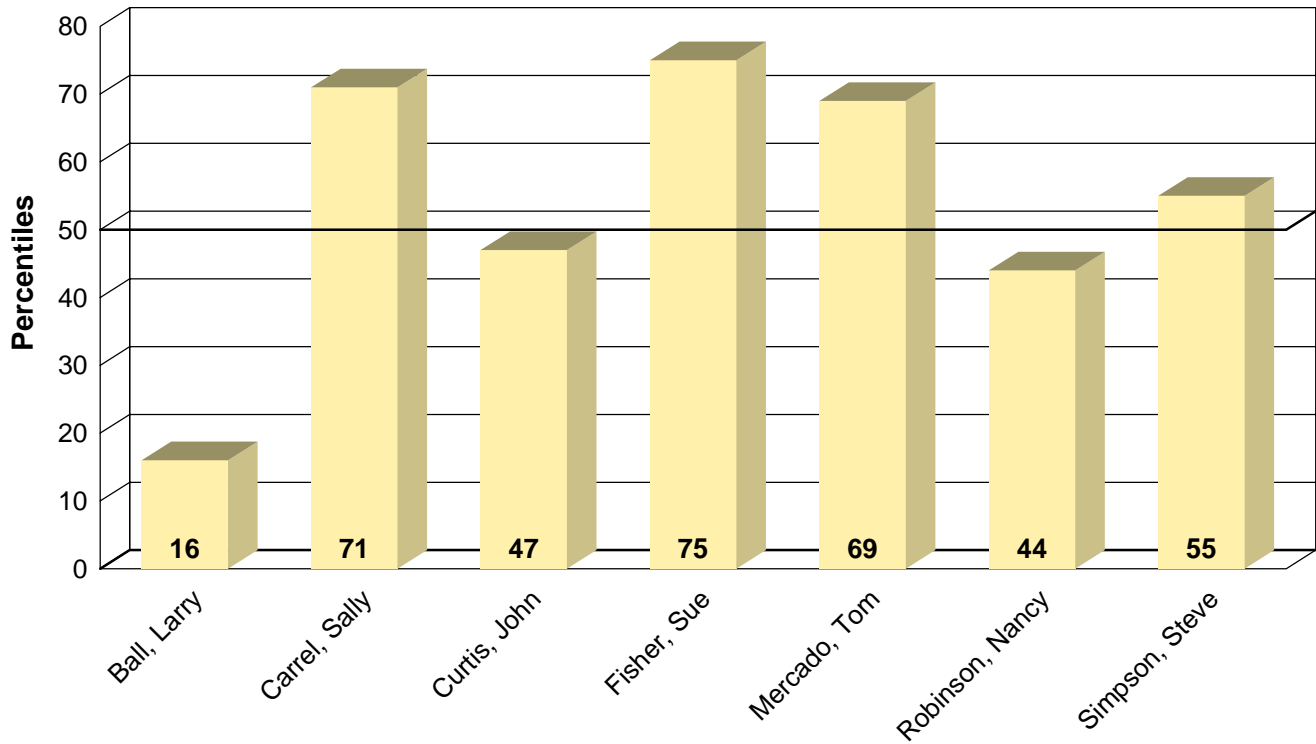
Strategic Thinking: Team Member Scores



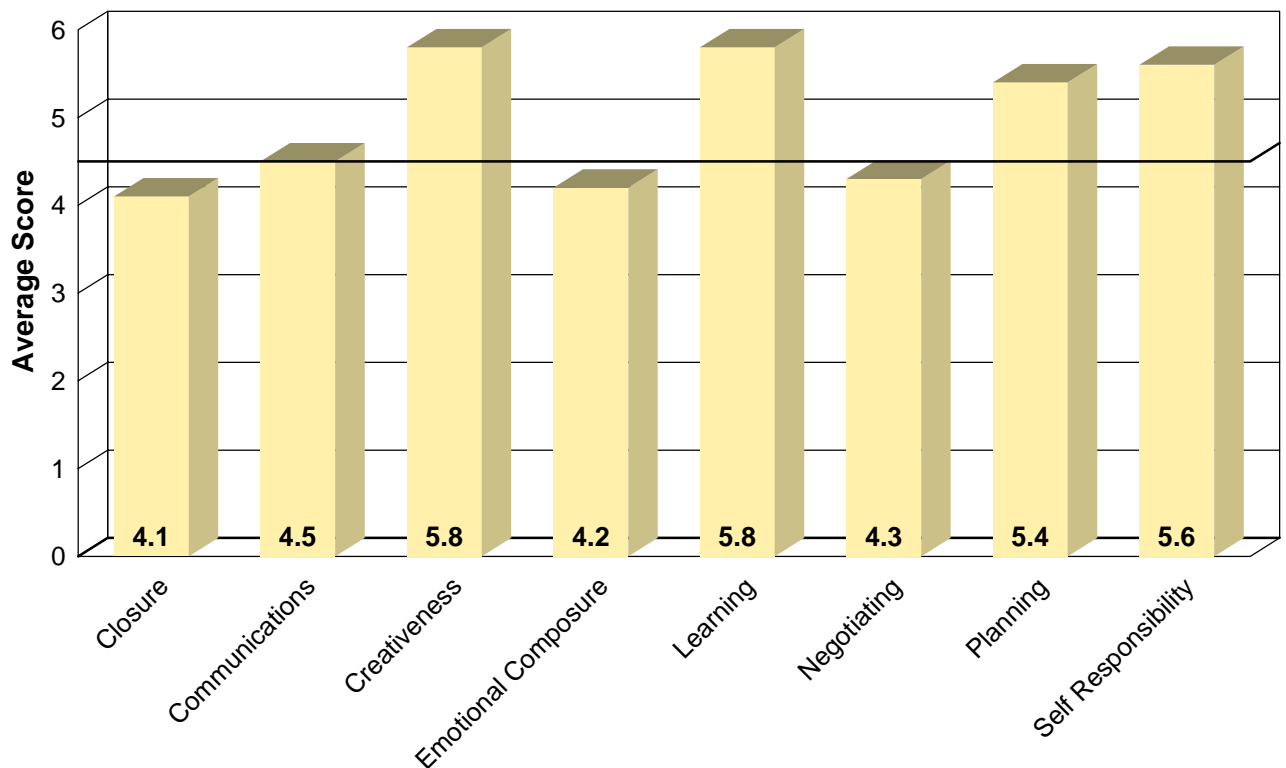
Strategic Thinking: Behavioral Results



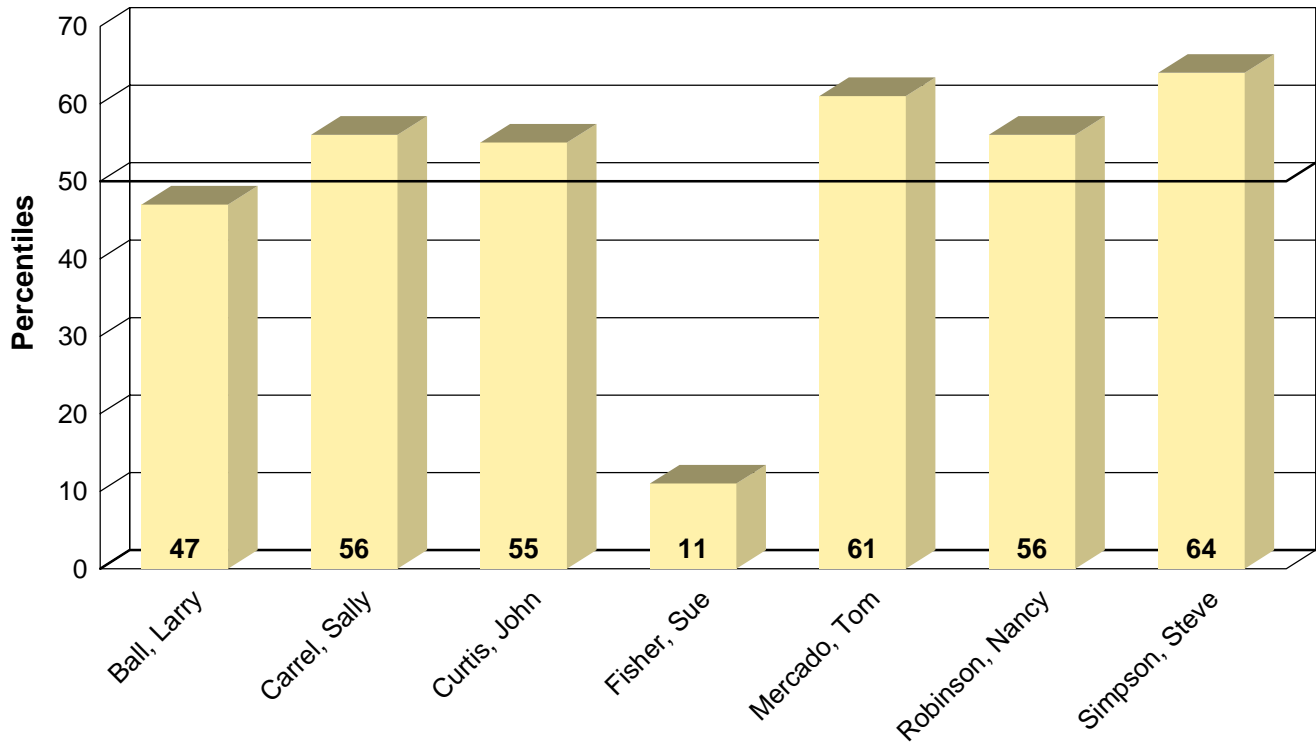
Problem Solving: Team Member Scores



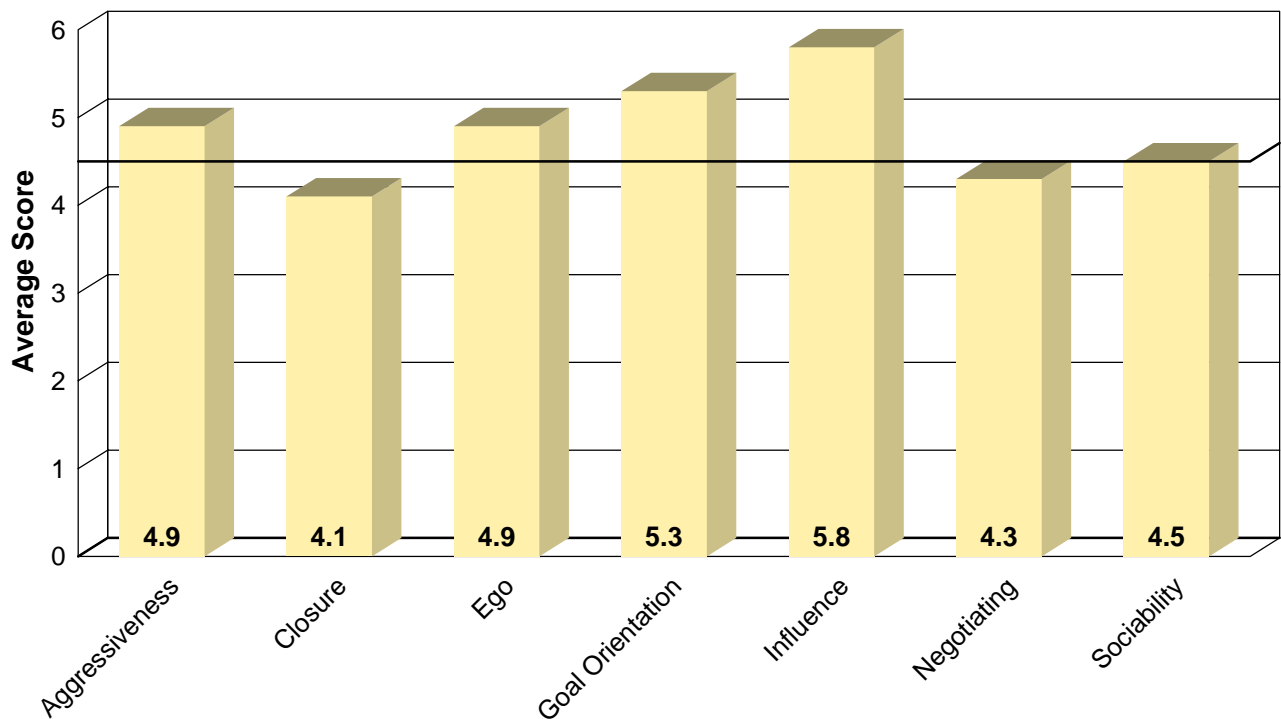
Problem Solving: Behavioral Results



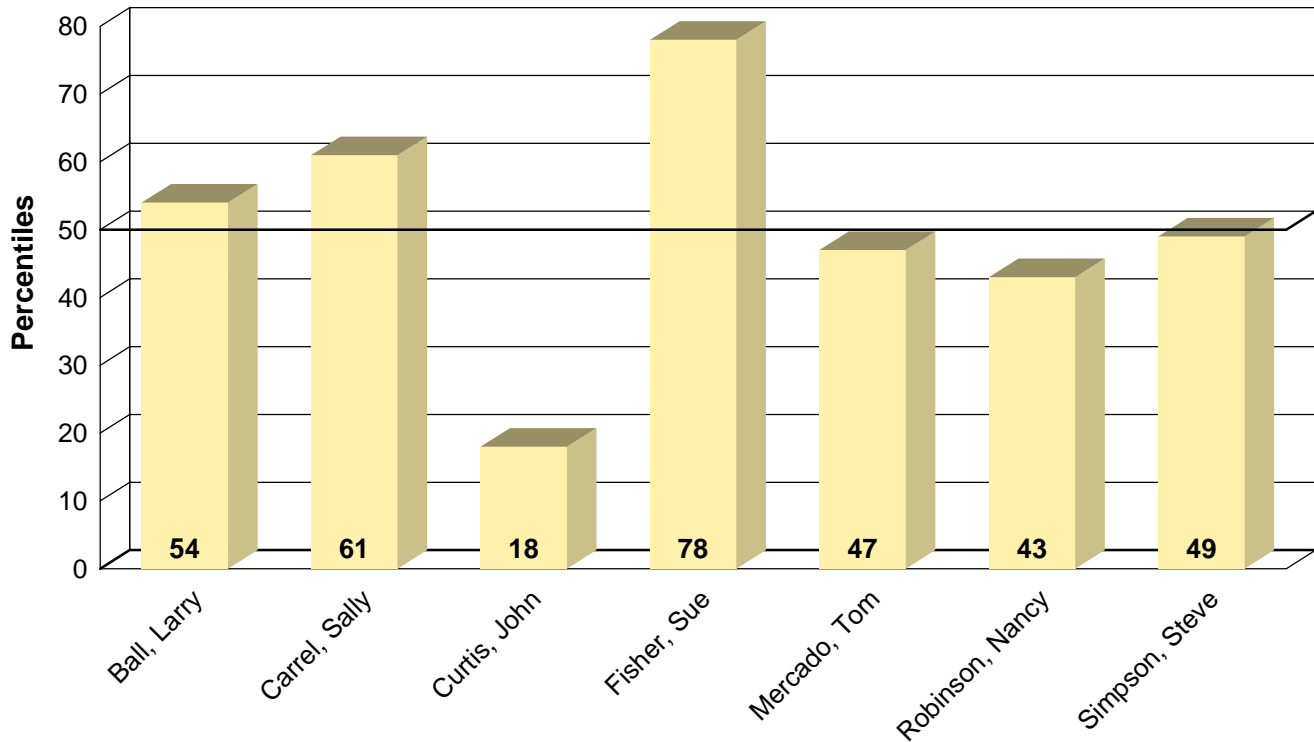
Sales Effectiveness: Team Member Scores



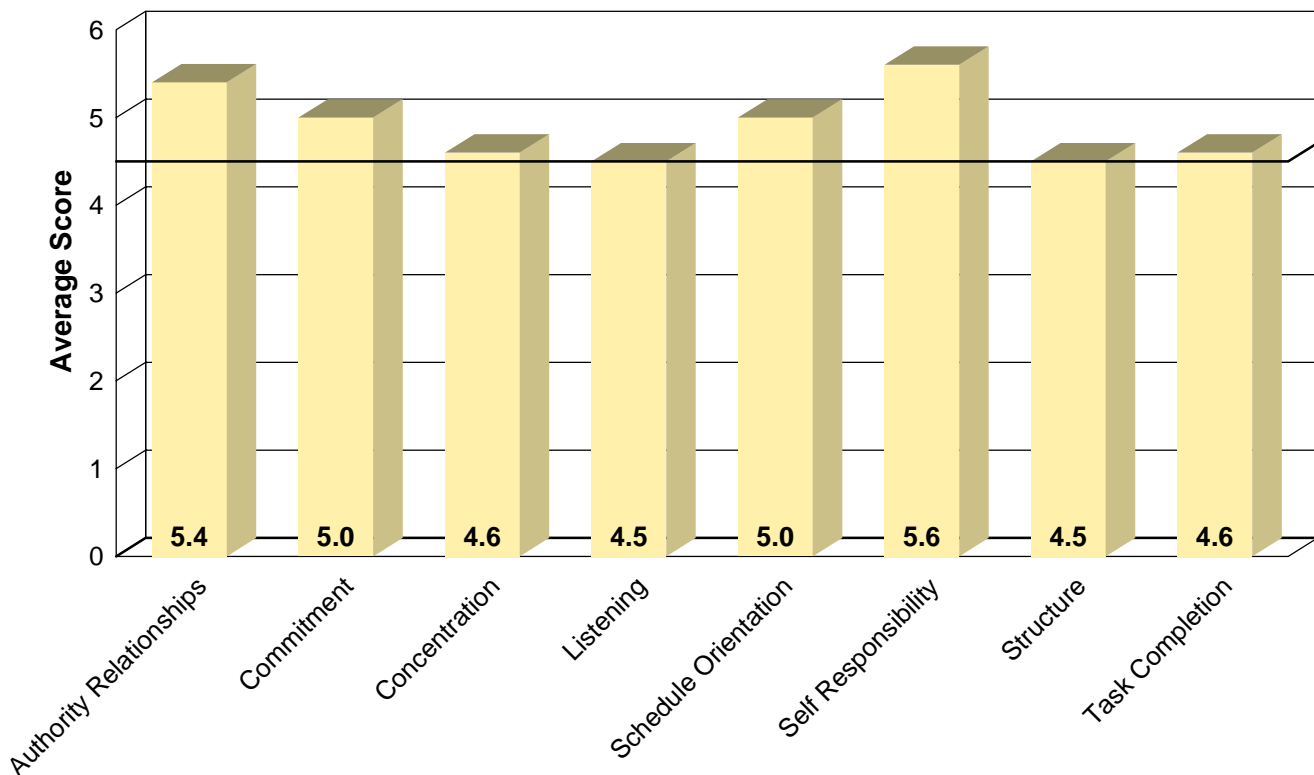
Sales Effectiveness: Behavioral Results



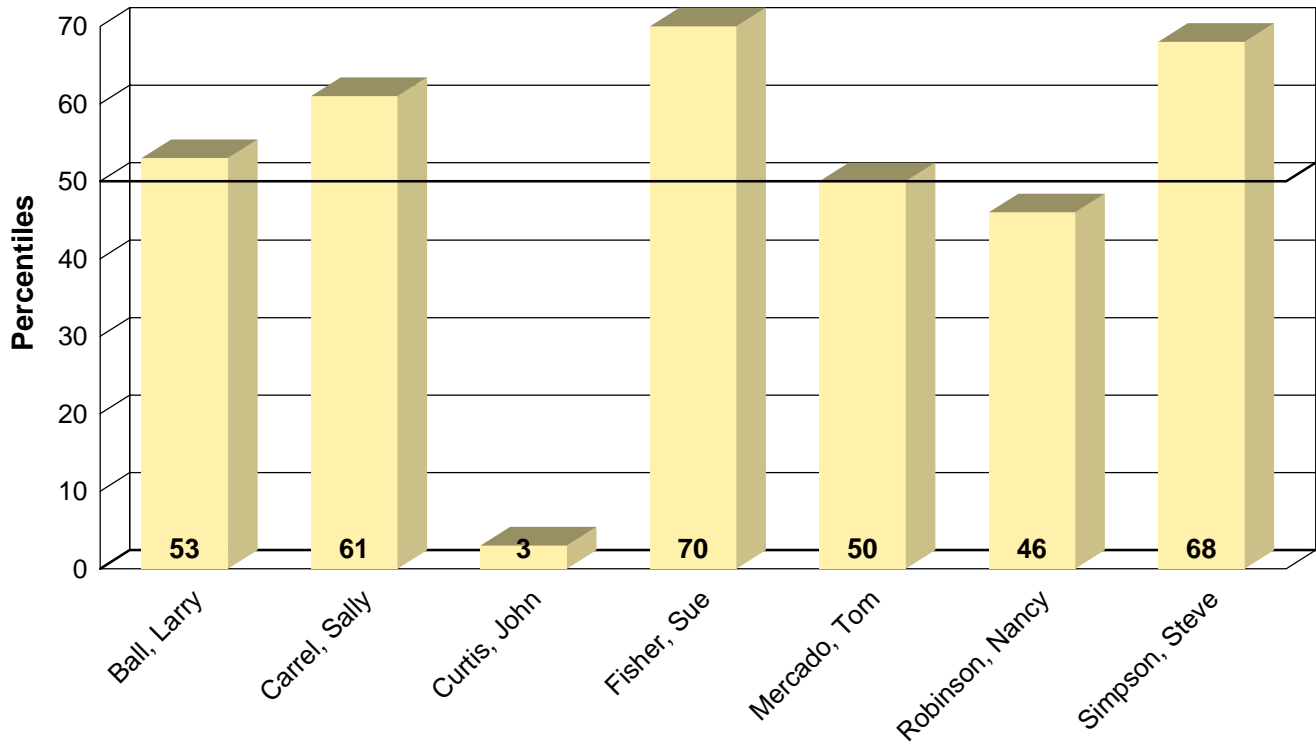
Dependability/Reliability: Team Member Scores



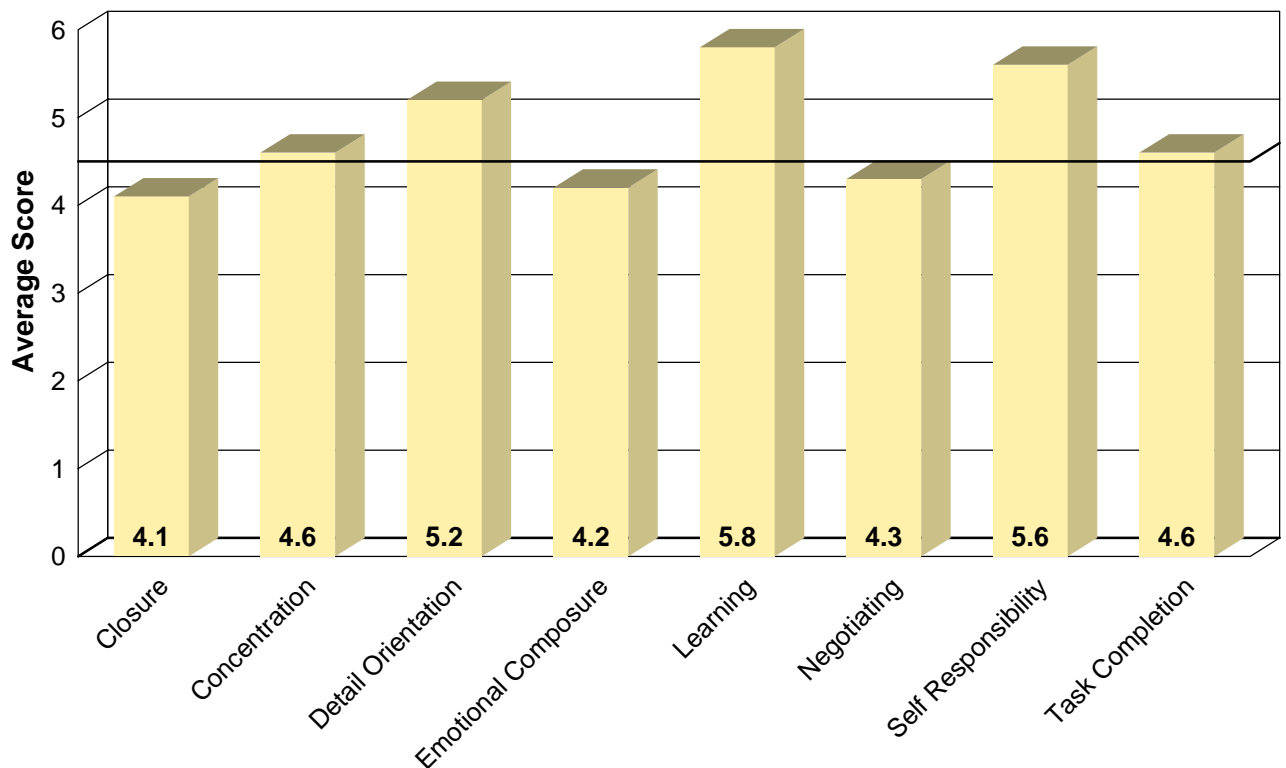
Dependability/Reliability: Behavioral Results



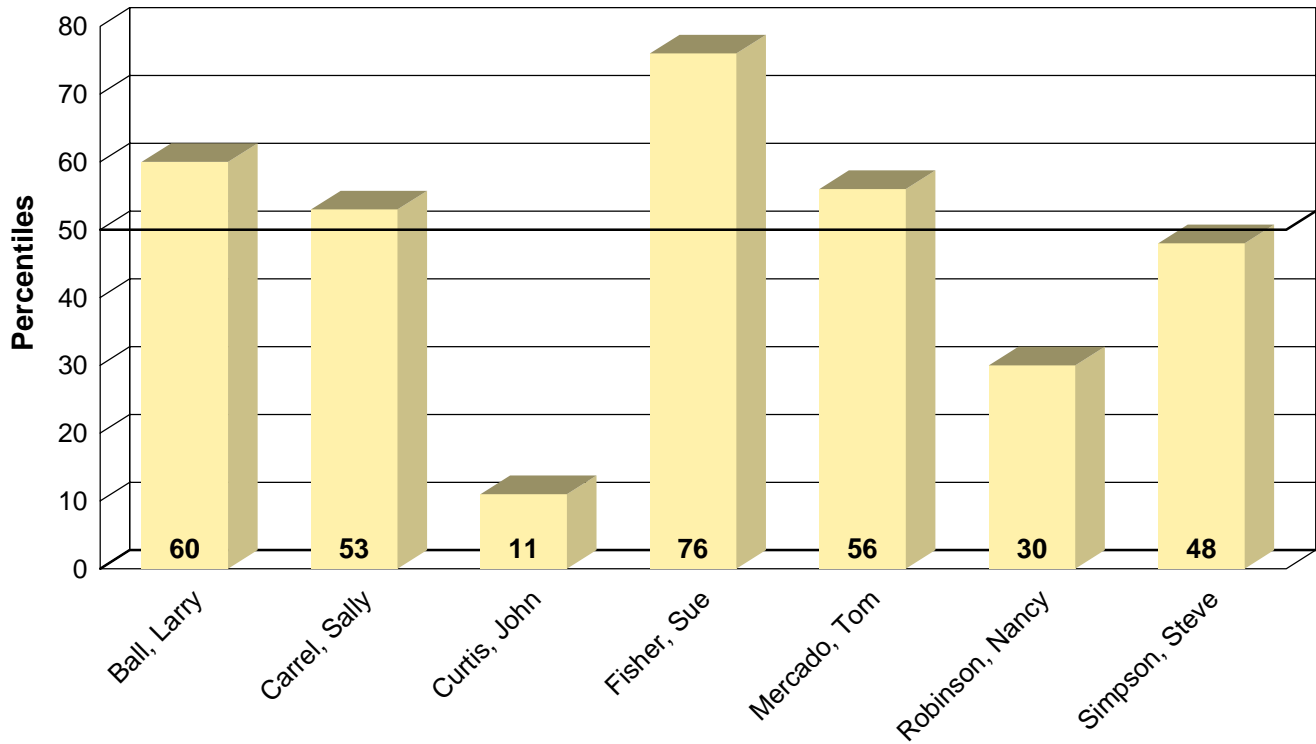
Technical Support Skills: Team Member Scores



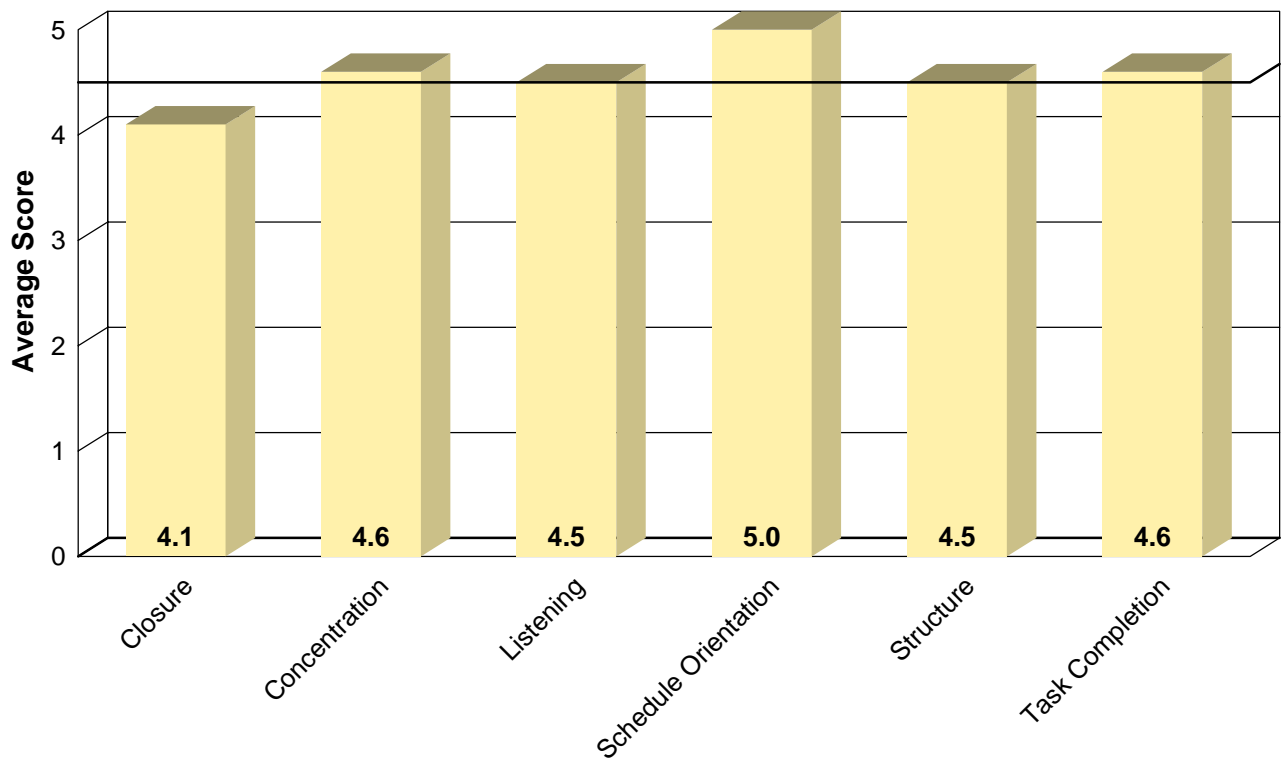
Technical Support Skills: Behavioral Results



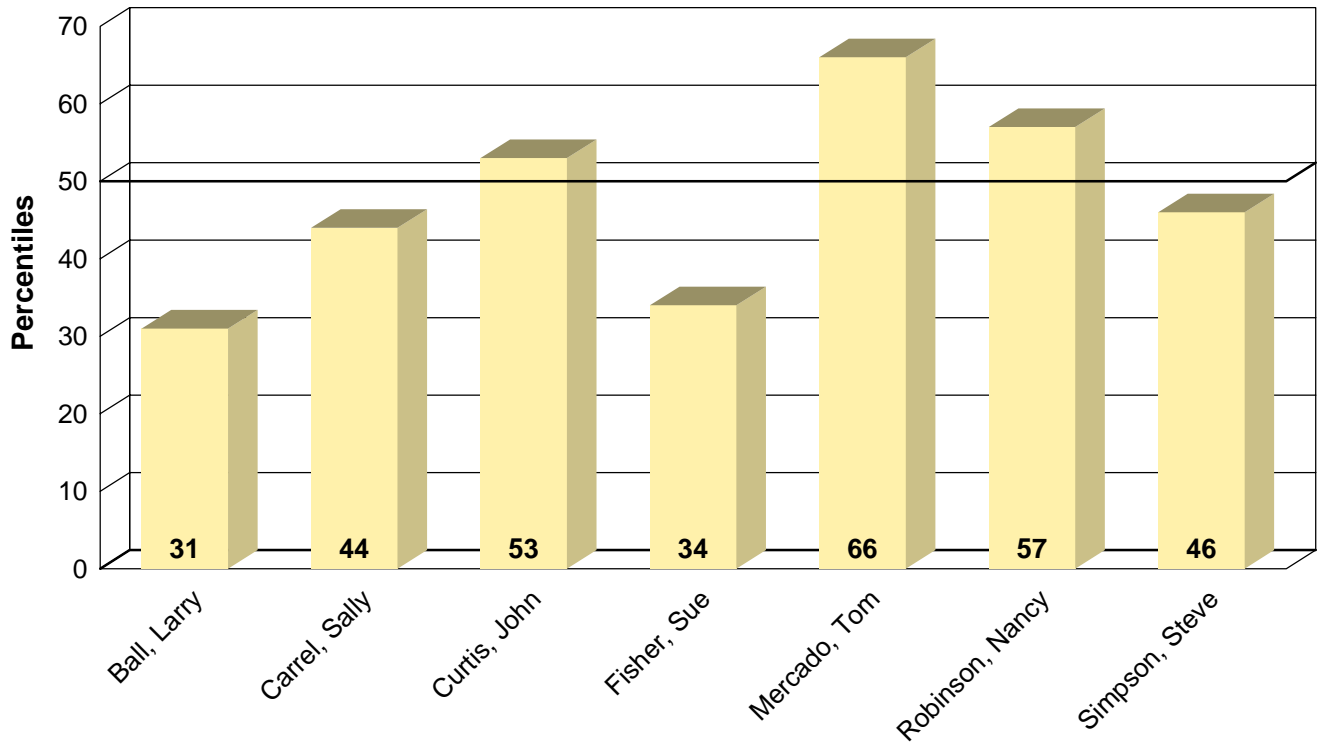
Work Effectiveness: Team Member Scores



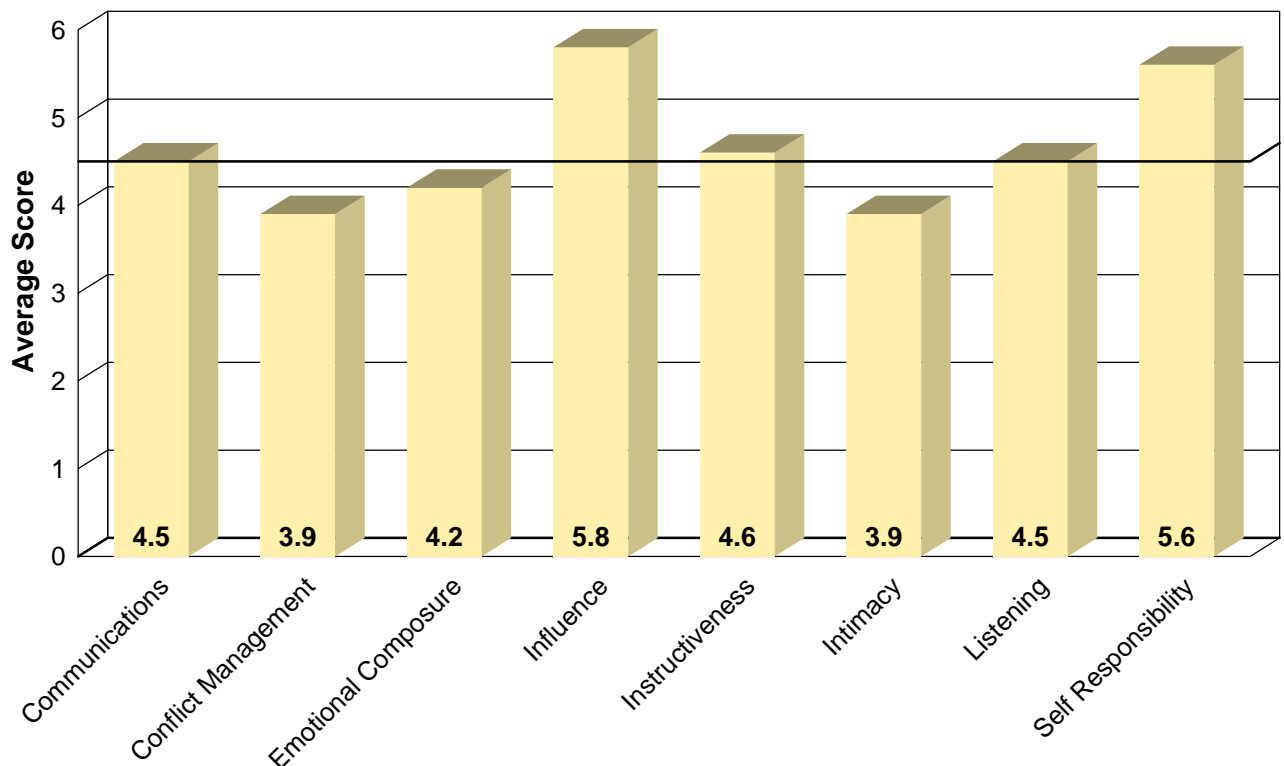
Work Effectiveness: Behavioral Results



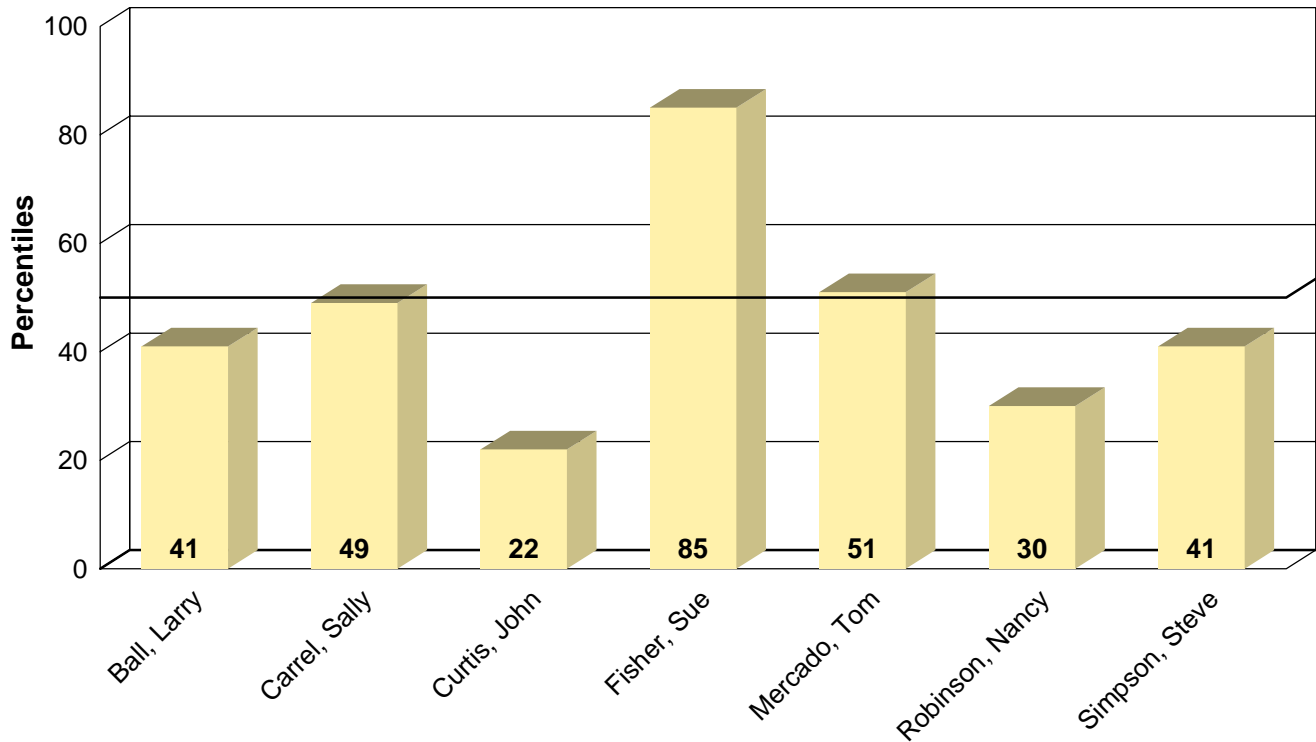
Customer Service Orientation: Team Member Scores



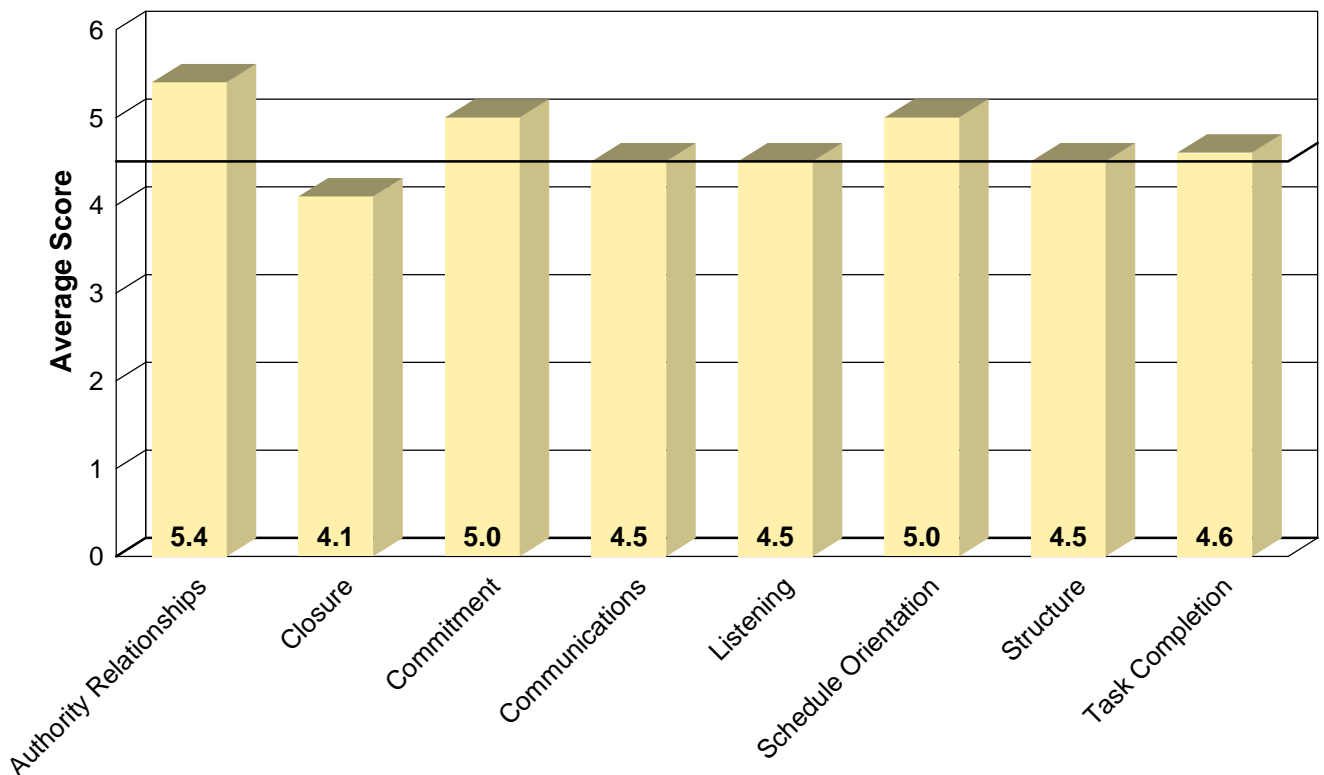
Customer Service Orientation: Behavioral Results



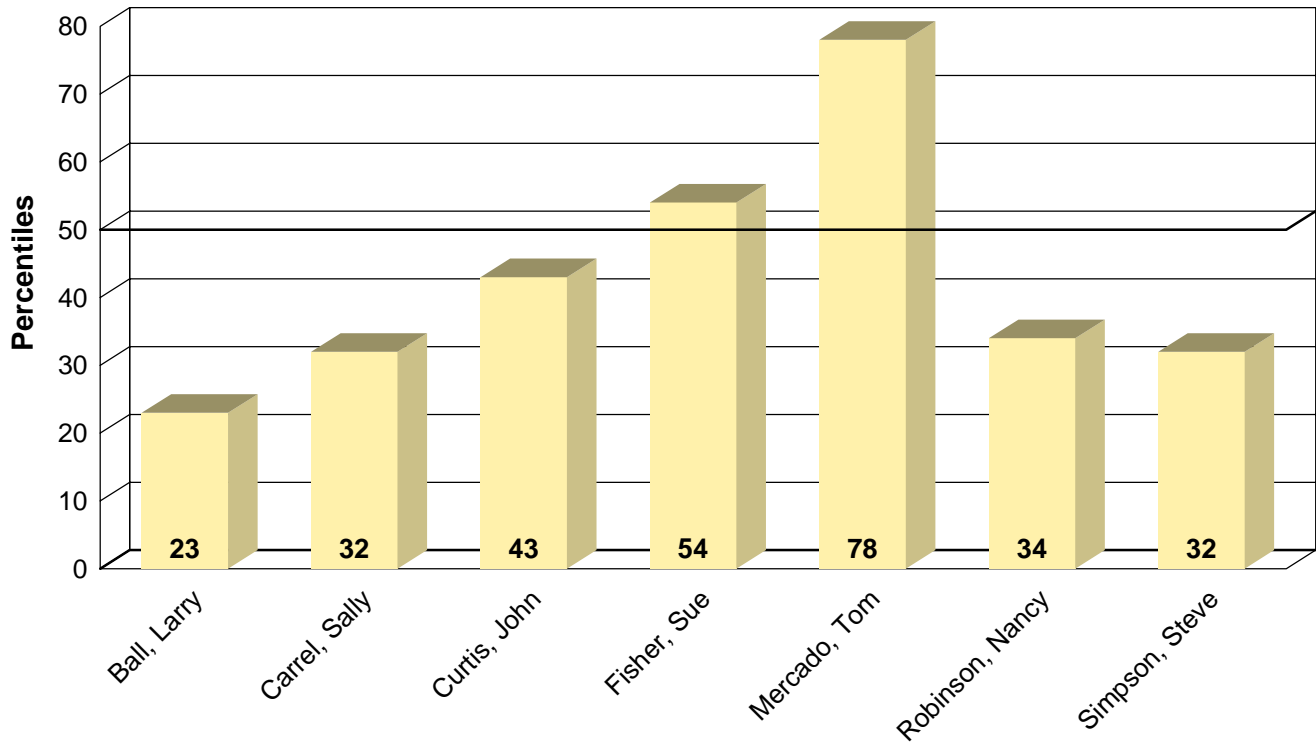
Administrative/Clerical Skills: Team Member Scores



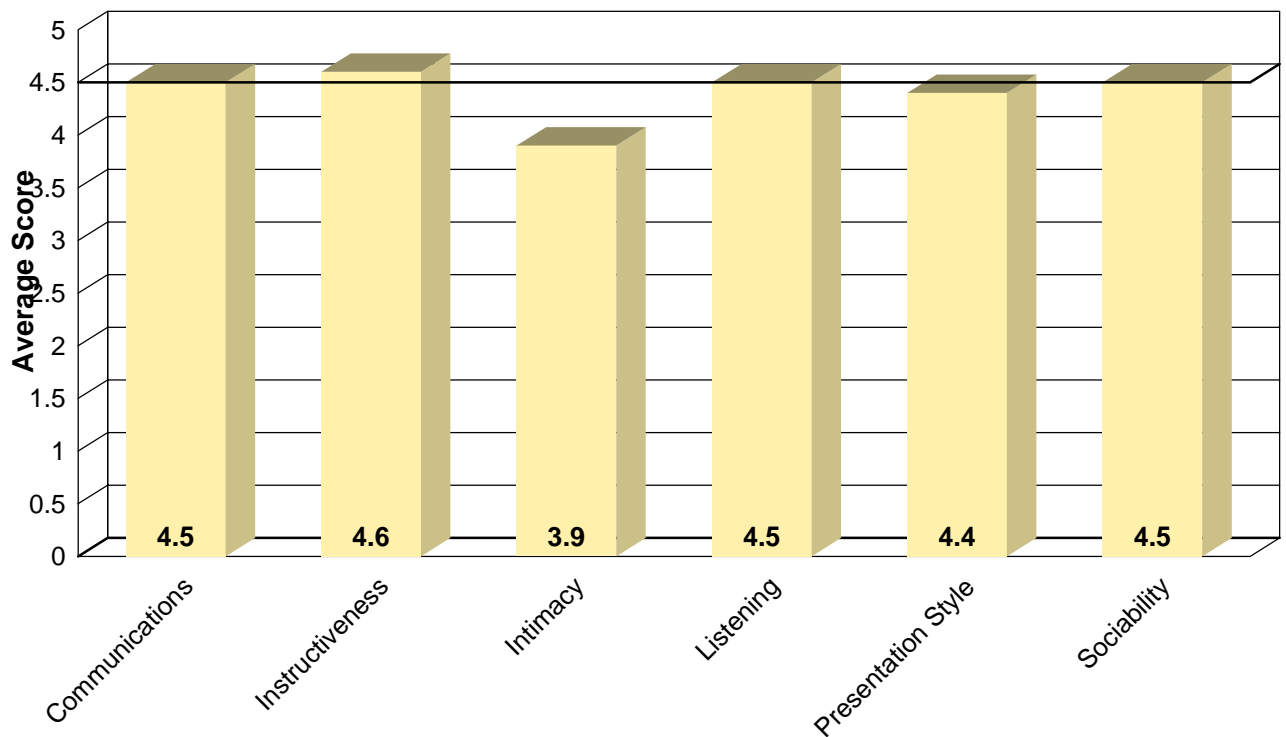
Administrative/Clerical Skills: Behavioral Results



Expressiveness: Team Member Scores



Expressiveness: Behavioral Results



Behavior

Success Profile Range	Ball, Larry	Carrel, Sally	Curtis, John	Fisher, Sue	Mercado, Tom	Robinson, Nancy	Simpson, Steve	Team Average
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Goal Orientation	5-9	5	7	8	4	4	8	4	5.7
Influence	5-8	8	6	7	0	5	6	8	5.7
Aggressiveness	5-8	5	3	8	2	4	7	5	4.9
Conflict Management	5-8	4	4	3	2	3	7	5	4.0
Competitiveness	5-8	4	4	5	5	3	4	3	4.0
Initiative	5-8	7	6	7	4	7	8	5	6.3
Concentration	4-8	6	6	2	7	5	4	4	4.9
Self Responsibility	5-9	5	7	2	4	6	8	8	5.7
Ego	5-8	5	7	4	3	5	4	5	4.7
Communications	4-8	2	4	5	6	7	4	3	4.4
Commitment	0-4	3	7	6	6	3	5	4	4.9
Emotional Composure	4-7	1	7	6	5	2	5	3	4.1
Decisiveness	4-8	7	6	7	4	3	7	6	5.7
Listening	4-8	5	4	2	7	6	3	4	4.4
Negotiating	5-8	3	3	4	3	5	5	7	4.3
Response to Change	4-8	7	7	6	6	7	5	4	6.0
Time Competency	5-8	6	7	7	4	3	8	5	5.7
Closure	4-7	4	4	2	6	6	2	6	4.3
Intimacy	4-7	3	3	4	4	7	3	3	3.9
Learning	4-7	6	5	4	9	8	4	6	6.0
Planning	4-7	3	8	9	5	7	4	3	5.6
Presentation Style	4-8	2	4	6	6	6	4	4	4.6
Task Completion	4-7	6	6	2	7	4	4	4	4.7
Structure	4-7	5	5	3	7	6	3	4	4.7
Creativeness	4-7	6	8	7	7	3	5	5	5.9
Authority Relationships	4-8	3	3	7	7	2	5	4	4.4
Detail Orientation	4-8	8	5	4	4	2	7	7	5.3
Instructiveness	4-7	5	3	4	5	8	5	4	4.9
Mobility	4-8	6	8	6	6	7	7	6	6.6
Schedule Orientation	4-7	7	6	0	7	5	4	6	5.0
Sociability	4-7	4	6	5	3	6	4	5	4.7
Vitality	4-8	2	7	8	5	3	6	5	5.1
Intensity	3-6	5	5	4	4	2	7	0	3.9

Behavior Matches
 % Well Developed Strength
 Sales Effectiveness

20	22	21	22	21	23	20	21.3
27	39	45	36	33	33	12	32.1
47	56	55	11	61	56	64	50.0