

Benchmark *The Demands of the Position*

Winning	Security	Audience	Proof	Variety	Stability	Freedom	Structure
1	2	3	4	5	6	7	8

- | | yes | no | |
|--|--------------------------|--------------------------|--------|
| 1. Success comes with a deep desire to win..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 1 |
| 2. Success comes with being able to accept rejection..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 1 |
| 3. Success comes with being willing to confront, be strong..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 1 |
| 4. Success comes with being a competitive score-keeper..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 1 |
| 5. Success comes with conservative goals..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 2 |
| 6. Success comes with participating as much as winning..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 2 |
| 7. Success comes with care, caution..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 2 |
| 8. Success comes with avoiding arguments or confrontation..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 2 |
| 9. Success comes with being persuasive, enthusiastic..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 3 |
| 10. Success comes with a creative imagination..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 3 |
| 11. Success comes with a natural sense of the big picture..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 3 |
| 12. Success comes with building strong permanent relationships..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 3 |
| 13. Success comes with technical or budget problem-solving..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 4 |
| 14. Success comes with a good use of facts and figures..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 4 |
| 15. Success comes with a healthy insistence on proof, evidence..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 4 |
| 16. Success comes with natural skepticism, analyticalness..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 4 |
| 17. Success comes with handling many different tasks at once..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 5 |
| 18. Success comes with meeting critical deadlines..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 5 |
| 19. Success comes with tolerance for variety and change..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 5 |
| 20. Success comes with thinking and acting quickly..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 5 |
| 21. Success comes with working methodically, following routines..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 6 |
| 22. Success comes with being a team player, having a team role..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 6 |
| 23. Success comes with a persistence and perseverance..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 6 |
| 24. Success comes with respect for process..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 6 |
| 25. Success comes with working with few rules or guidelines..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 7 |
| 26. Success comes with being decisive..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 7 |
| 27. Success comes with self-critiquing and self-managing..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 7 |
| 28. Success comes with delegating to subordinates..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 7 |
| 29. Success comes with conforming to written procedures..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 8 |
| 30. Success comes with accuracy in all aspects of the work..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 8 |
| 31. Success comes with uncompromisingly high standards..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 8 |
| 32. Success comes with keeping up to date with industry changes..... | <input type="checkbox"/> | <input type="checkbox"/> | Col. 8 |