

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