



Collaboration (core)

Collaborates with other members of formal and informal groups in the pursuit of common missions, vision, values, and mutual goals. Places team needs and priorities above individual needs. Involves others in making decisions that affect them. Draws on the strengths of colleagues and gives credit to others' contributions and achievements.

Developing	Basic	Intermediate	Advanced	Expert
Participates willingly	Takes initiative to	Actively solicits ideas and	Consistently fosters	Identifies and improves
by supporting team	actively participate in	opinions from others to	collaboration and respect	communication to bring
decisions, assisting	team interactions.	efficiently and effectively	among team members by	conflict within the team
other team members,	Without waiting to be	accomplish specific	addressing elements of the	into the open and facilitate
and doing his/her	asked, constructively	objectives targeted at	group process that impedes, or	resolution. Openly shares
share of the work to	expresses own point	defined business	could impede, the group from	credit for team
meet goals and	of view or concerns,	outcomes. Openly	reaching its goal. Engages the	accomplishment. Monitors
deadlines. Informs	even when it may be	encourages other team	"right people," within and	individual and team
other team members	unpopular. Ensures	members to voice their	beyond organizational	effectiveness and
about client-related	that the limited time	ideas and concerns. Shows	boundaries, by matching	recommends improvement
decisions, group	available for	respect for differences	individual capabilities and skills	to facilitate collaboration.
processes, individual	collaboration adds	and diversity, and	to the team's goals. Works with	Considered a role model as
actions, or influencing	significant customer	disagrees without	a wide range of teams and	a team player.
events. Shares all	value and business	personalizing issues.	readily shares lessons learned	Demonstrates high level of
relevant and useful	results.	Utilizes strengths of team	and credit for team	enthusiasm and
information.		members to achieve	accomplishments.	commitment to team goals
		optimal performance.		under difficult or adverse
				situations; encourages
				others to respond similarly.
				Strongly influences team
				strategy and processes.





Communicating for Results (core)

Clearly and effectively transmits technical and business concepts, ideas, feelings, opinions, and conclusions orally and in writing. Listens attentively and for comprehension. Reinforces words through empathetic body language and tone.

Developing	Basic	Intermediate	Advanced	Expert
Speaks and writes to	Converses with, and	Conducts discussions with	Converses with, writes reports	Converses with, writes
peers in ways that	writes to, peers in	and writes memoranda to	for, and creates/delivers	strategic documents for,
support transactional	ways that support	all levels of colleagues and	presentations to all levels of	and creates/delivers
activities. Shares	transactional and	peer groups in ways that	colleagues and peer groups in	presentations to internal
information and asks	administrative	support troubleshooting	ways that support problem	business leaders as well as
questions prior to	activities. Seeks and	and problem solving.	solving and planning. Seeks a	external groups. Leads
taking action.	shares information	Seeks and shares relevant	consensus with business	discussions with senior
	and opinions. Explains	information, opinions, and	partners. Debates opinions,	leaders and external
	the immediate	judgments. Handles	tests understanding, and	partners in ways that
	context of the	conflict empathetically.	clarifies judgments. Brings	support strategic planning
	situation, asks	Explains the context of	conflict into the open	and decision-making. Seeks
	questions with follow-	interrelated situations,	empathetically. Explains the	a consensus with business
	ups, and solicits	asks probing questions,	context of multiple interrelated	leaders. Debates opinions,
	advice prior to taking	and solicits multiple	situations, asks searching,	tests understanding, and
	action.	sources of advice prior to	probing questions, and solicits	clarifies judgments.
		taking action when	expert advice prior to taking	Identifies underlying
		appropriate.	action and making	differences and resolves
			recommendations.	conflict openly and
				empathetically. Explains
				the context of multiple,
				complex interrelated
				situations. Asks searching,
				probing questions, plays
				devil's advocate, and
				solicits authoritative
				perspectives and advice
				prior to approving plans
				and recommendations.





D		_		/ \	
Probl	lem.	SO	ving	(core)	

Anticipates, identifies, and defines problems. Seeks root causes. Develops and implements practical and timely solutions.				
Developing	Basic	Intermediate	Advanced	Expert
Asks questions and	Investigates defined	Applies problem-solving	Diagnoses problems using	Anticipates problem areas
looks for data that	issues with uncertain	methodologies and tools	formal problem-solving tools	and associated risk levels
helps to identify and	cause. Solicits input in	to diagnose and solve	and techniques from multiple	with objective rationale.
differentiate the	gathering data that	operational and	angles and probes underlying	Uses formal methodologies
symptoms and root	help identify and	interpersonal problems.	issues to generate multiple	to forecast trends and
causes of every day,	differentiate the	Determines the potential	potential solutions. Proactively	define innovative strategic
defined problems.	symptoms and root	causes of the problem and	anticipates and prevents	choices in response to the
Suggests remedies	causes of defined	devises testing	problems. Devises, facilitates	potential implications of
that meet the needs	problems. Suggests	methodologies for	buy-in, makes	multiple integrated
of the situation and	alternative	validation. Shows	recommendations, and guides	options. Generates and
those directly	approaches that meet	empathy and objectivity	implementation of corrective	solicits the approval of
affected. Resolves	the needs of the	toward individuals	and/or preventive actions for	senior leadership prior to
problems and	organization, the	involved in the issue.	complex issues that cross	defining critical issues and
escalates issues	situation, and those	Analyzes multiple	organizational boundaries and	solutions to unclear, multi-
appropriately.	involved. Resolves	alternatives, risks, and	are unclear in nature. Identifies	faceted problems of high
	problems and	benefits for a range of	potential consequences and risk	risk which span across and
	escalates issues with	potential solutions.	levels. Seeks support and buy-in	beyond the enterprise.
	suggestions for	Recommends resource	for problem definition, methods	
	further investigation	requirements and	of resolution, and	
	and options for	collaborates with	accountability.	
	consideration as	impacted stakeholders.		
	required.			





Accountability

Clearly defines mutual expectations of self and others. Takes appropriate actions to ensure obligations are met. Revises standards in response to change.

Developing	Basic	Intermediate	Advanced	Expert
Asks questions and	Checks assumptions	Sets objectives that meet	Sets enhanced objectives for self	Defines strategic areas of
provides feedback in	about mutual	organizational needs.	and others. Monitors	responsibility. Plans and
an effort to clarify	expectations and	Provides	performance trends and	decides upon the
mutual expectations.	clarifies standards of	recommendations to	identifies opportunities to	reassigning and
Seeks advice on tasks	overall performance.	individuals and teams on	improve standards. Provides	restructuring of significant
and responsibilities	Checks the scope of	ways to improve	regular feedback and suggests	organizational resources.
when needed.	responsibilities of self	performance and meet	alternative approaches necessary	Influences and sponsors
	and others. Monitors	defined objectives.	to ensure that organizational	cross-organizational
	day-to-day	Monitors and provides	objectives and superior standards	decisions on work
	performance and	feedback on individual	are achieved. Delegates	prioritization, resource
	takes corrective	and team performance	responsibility and reallocates	allocation, and long-range
	action when needed	against defined standards.	resources as needed to ensure	standards of performance.
	to ensure desired		that priorities are met for	
	performance is		initiatives within area of	
	achieved.		responsibility.	





Analytical Thinking

Able to breakdown raw information and undefined problems into specific, workable components that in-turn clearly identifies the issues at hand. Makes logical conclusions, anticipates obstacles, and considers different approaches to the decision-making process.

Developing	Basic	Intermediate	Advanced	Expert
Gathers and links	Collates and reports	Coordinates the	Determines criteria for assessing	Establishes strategic goals
data. Reviews for non-	information. Identifies	information gathering and	issues and opportunities.	and enterprise-wide
conformity and	trends and exceptions.	reporting process.	Establishes clear goals and	priorities. Uses techniques
gathers further	Investigates to define	Reviews trends and	priorities needed to assess	of advanced business and
information in	problems more	compares to expectations.	performance. Identifies	organizational analysis to
response to routine	accurately. Sorts	Conducts research to	relationships and linkages	identify and assess
problems. Identifies	information in order	define problems and	between different information	problem definitions and
direct cause and	of importance.	prepares responses to	sources. Anticipates issues that	potential solutions, and
effect relationships.	Identifies	anticipated questions.	are not readily apparent on the	compares and contrasts
Breaks down tasks	relationships and	Prioritizes multiple issues	surface. Identifies root causes	them against
and problems into	linkages between	and opportunities.	and effects. Establishes clear	predetermined criteria.
manageable	components.	Identifies relationships	goals and priorities. Anticipates	Creates framework for
components. Solicits	Identifies variable	and linkages within	potential problems and develops	reviewing large volumes
guidance as needed to	potential causes and	several information	solutions needed to resolve	of unorganized data.
assess importance and	effects. Solicits	sources. Anticipates issues	them. Systemically analyzes	Probes for, and points to,
urgency. Escalates	guidance to define	that are not readily	relationships between apparently	subtle and unclear
issues of a non-	criteria and assign	apparent on the surface.	independent problems and	relationships in highly
routine nature as	values of importance	Identifies root causes and	issues. Reviews and cross-reviews	complex matters and
needed.	and urgency. Escalates	effects. Defines priorities	reports. Identifies trends as well	evaluates the merit of
	issues of an	within performance	as isolated events. Translates	problem definitions and
	exceptional nature.	objectives. Reports and	analytical reports into	potential solutions.
		identifies areas that need	management presentations, and	Anticipates the possible
		guidance in order to	provides guidance to resolve	outcome of potential
		resolve complex issues.	issues. Anticipates the possible	solutions. Systemically
		Anticipates the possible	outcome of potential solutions.	identifies and resolves
		outcome of potential	Identifies areas of significant	complex enterprise-wide
		solutions.	concern or opportunity. Probes	issues, while educating
			and initiates research to identify	senior leaders as to their
			critical problems.	solution.





Initiative

oluntarily takes the first steps to identify and address existing and potential obstacles, issues, and opportunities.				
Developing	Basic	Intermediate	Advanced	Expert
Volunteers to	Volunteers to	Seeks out new challenges	Describes future scenarios and	Integrates future and
undertake activities	undertake tasks that	that require risk taking.	related opportunities. Plans	conflicting scenarios and
within his or her	stretch his or her	Determines the resources,	potential responses involving	opportunities. Directs
capability. Asks	capability. Identifies	team support, and	resource holders, peers,	planning for potentially
questions and gathers	who can provide	technical needs necessary	processes, and technology.	significant outcomes and
information prior to	support and procures	to enable success and	Leads a timely response, seeking	contingency plans.
taking on new tasks.	their input. Identifies	procures them. Keeps	internal/external advice and	Identifies areas of high risk.
Seeks help where	problems and acts to	responding to the	consultation, and sustains	Procures significant
challenged in trying	prevent and solve	challenge in spite of	progress through uncharted	commitment of
something new.	them.	obstacles and setbacks.	territories.	organizational resources,
				involving resource owners,
				organizational leaders,
				core business processes,
				and technologies. Leads
				step-by-step, long-term
				responses, seeking and
				evaluating input from
				authoritative sources.
				Sustains progress in
				unprecedented strategic
				directions while
				maintaining superior
				ongoing performance.





Information Systems Knowledge

Maintains and applies up-to-date knowledge of discrete and integrated information systems elements relevant to your area of responsibility (hardware, software, and network).

Developing	Basic	Intermediate	Advanced	Expert
Aware of the primary	Possesses a basic	Resolves escalated	Identifies means of integrating	Engineers, coordinates,
uses of technology by	understanding of the	problems of technical	technical support requirements	and submits approval for
customers, learning	strategy, structures,	support. Identifies root	with enterprise processes and	significant enterprise-wide
the systems of the	processes, and	causes. Sets up and	strategies. Identifies	information system
enterprise and the	procedures of the	integrates new and	technological opportunities to	solutions that align with
customers affected.	enterprise in its	enhanced information	meet client needs. Creates	organizational processes
Responds to day-to-	relationship with the	systems. Identifies	information system solutions to	and long-term strategies.
day requests for	business and its	customer needs and	meet the needs of business	Recommends large-scale,
technical support in	activities.	determines the	stakeholders. Partners with	best practice technological
areas of primary	Troubleshoots in	appropriate approach to	appropriate technical	opportunities. Engages
usage. Escalates	response to requests	apply and ensure	consultants, experts, and	appropriate technical
questions and	for technical support.	resolution. Solicits the	managers to resolves complex	consultants, experts, and
problems to relevant	Identifies problems	input of appropriate	problems across all IT solutions.	leaders.
technical expert	and needs. Escalates	technical experts and		
groups.	problems to	managers as required.		
	appropriate technical			
	experts.			