

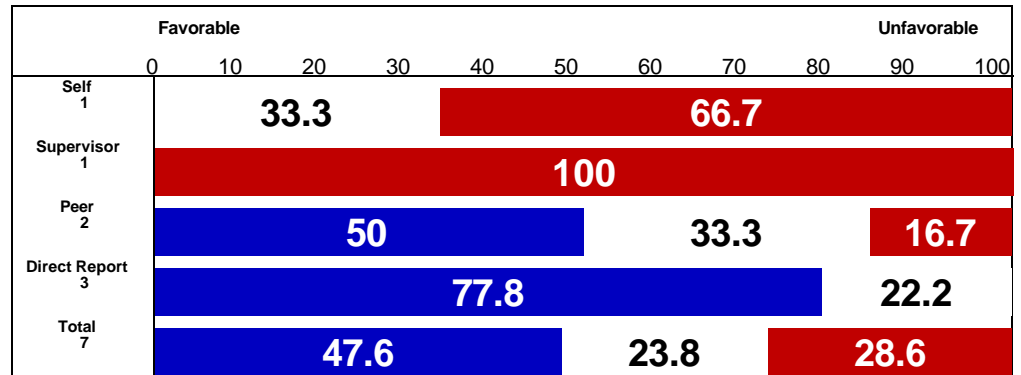
# Sample Report by Category

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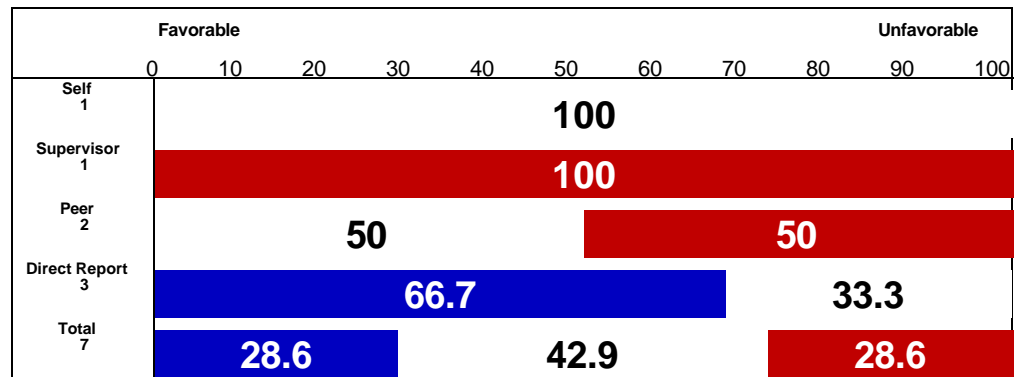
Date: Mar/06/2002

## Favorable/Unfavorable Report

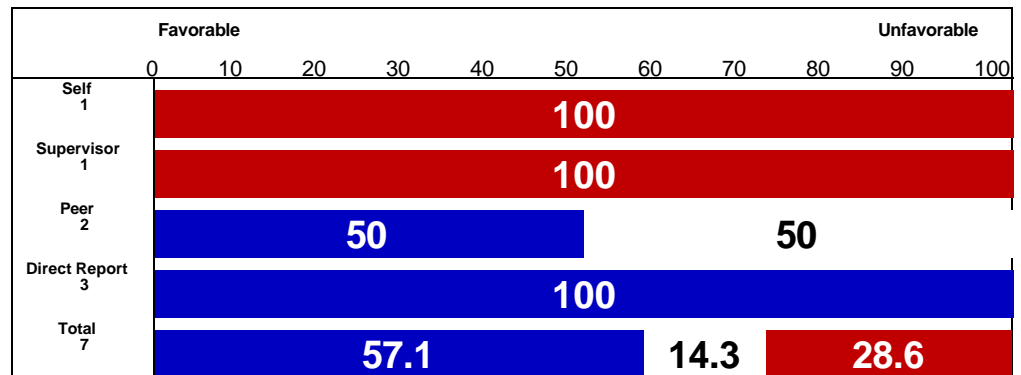
### Vision



1. Explores new approaches and ideas regardless of where they come from.



2. Tells people where we are successful and where we need to be in the future.



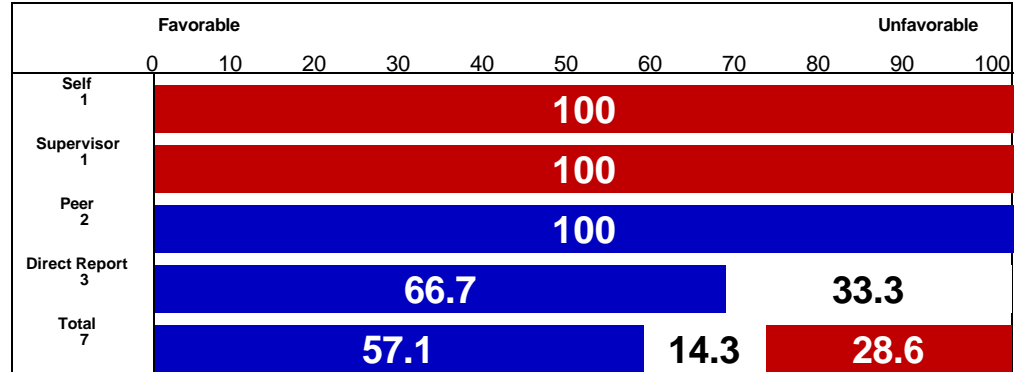
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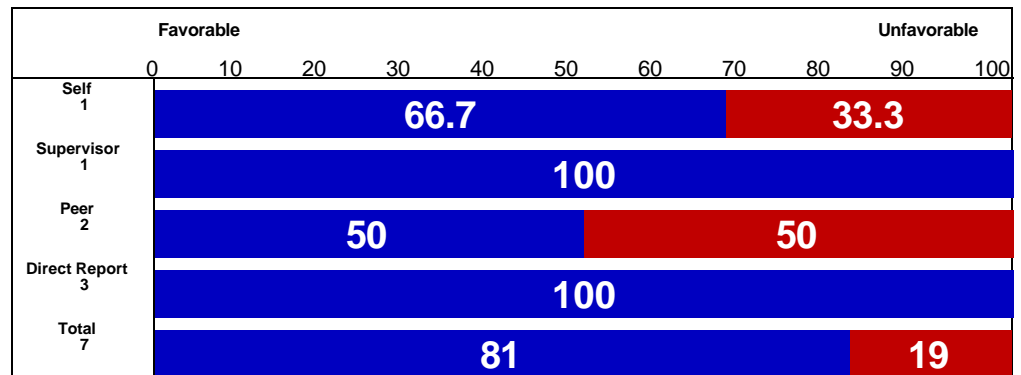
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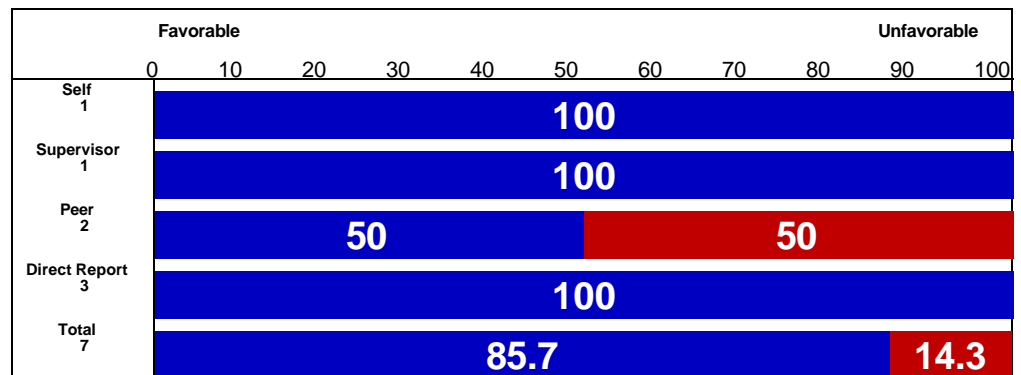
3. Takes the time to explain how work assignments contribute to larger objectives.



## Integrity



4. Takes the most ethical and honest approach even if it is unpopular or inconvenient.



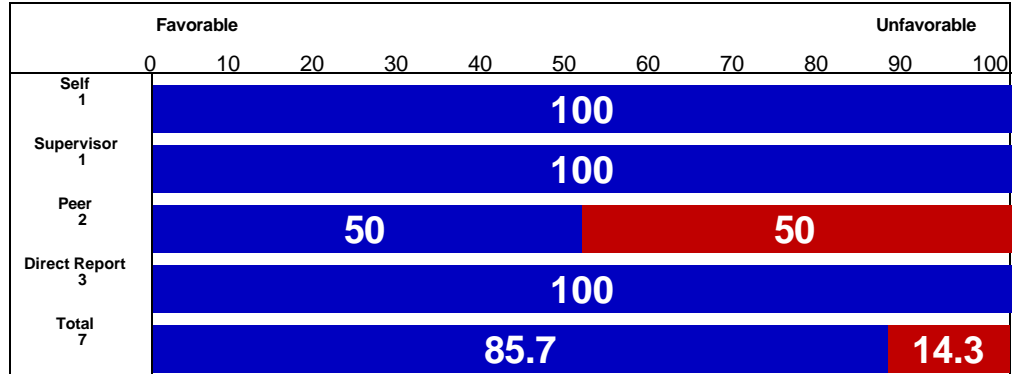
# Sample Report by Category

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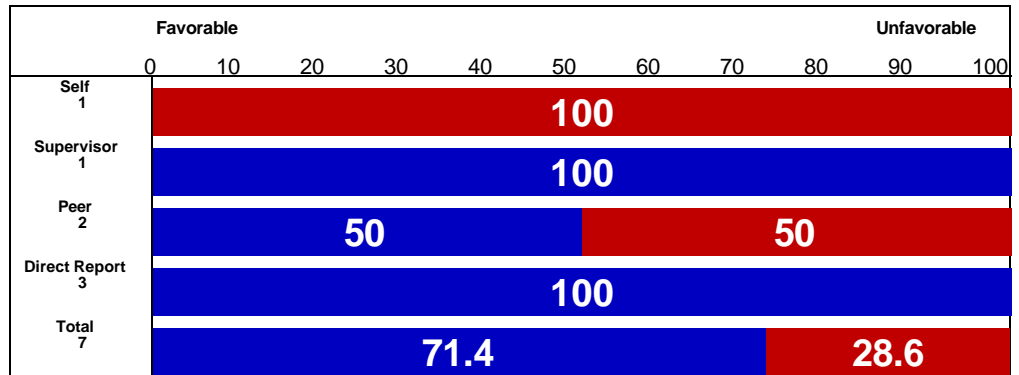
Date: Mar/06/2002

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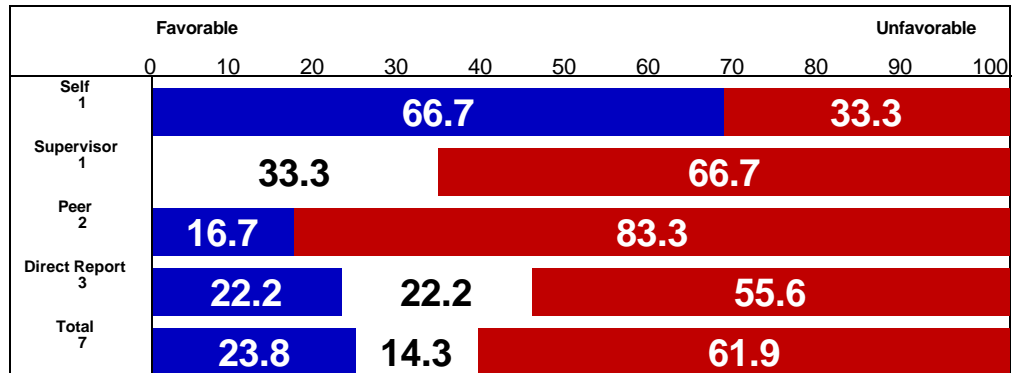
5. Is a good example of the behavior he/she asks for.



6. Accepts responsibility instead of blaming others.



Communications/Dialogue



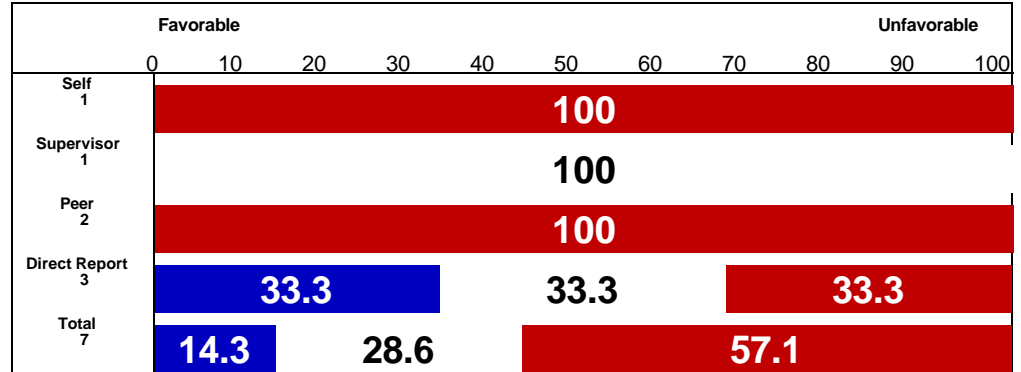
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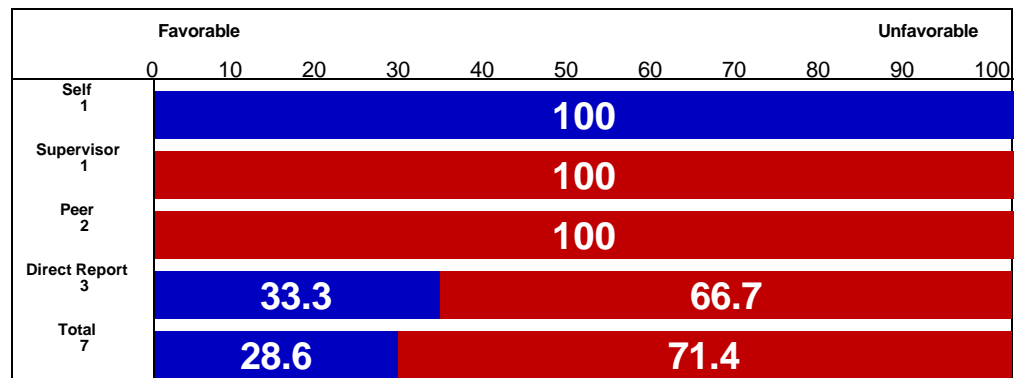
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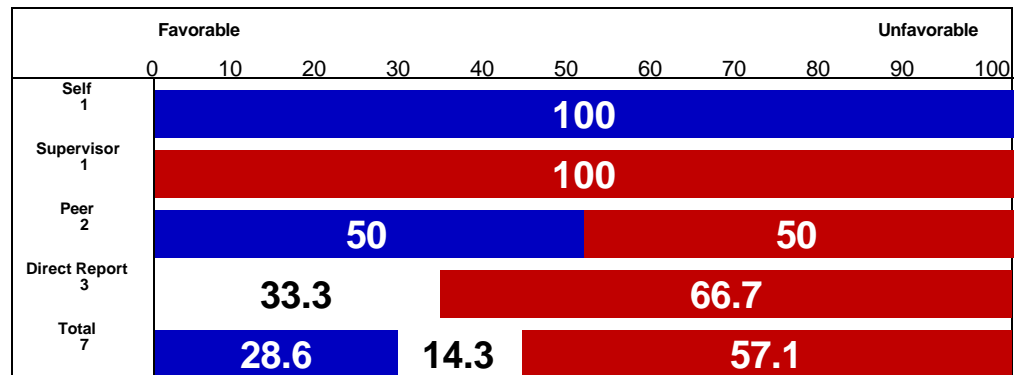
7. Accepts others' disagreement with his/her position without becoming angry or getting even.



8. Makes it safe for others to open up when they seem to be holding back their opinion.



9. Starts a potentially difficult conversation by clarifying shared objectives.



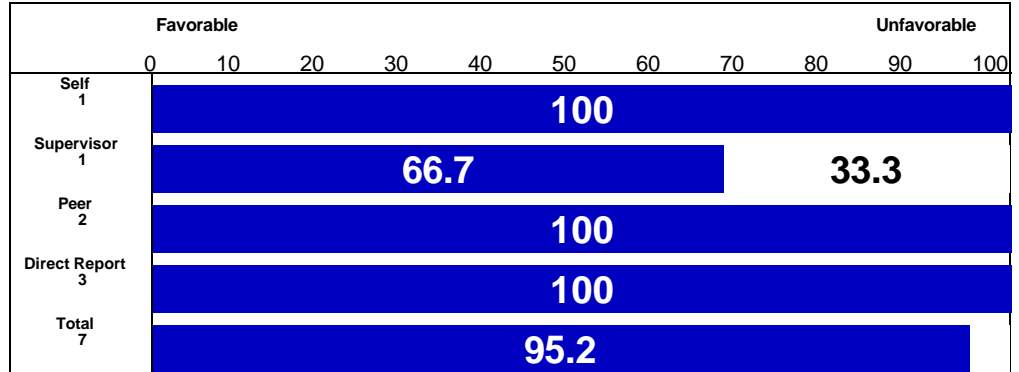
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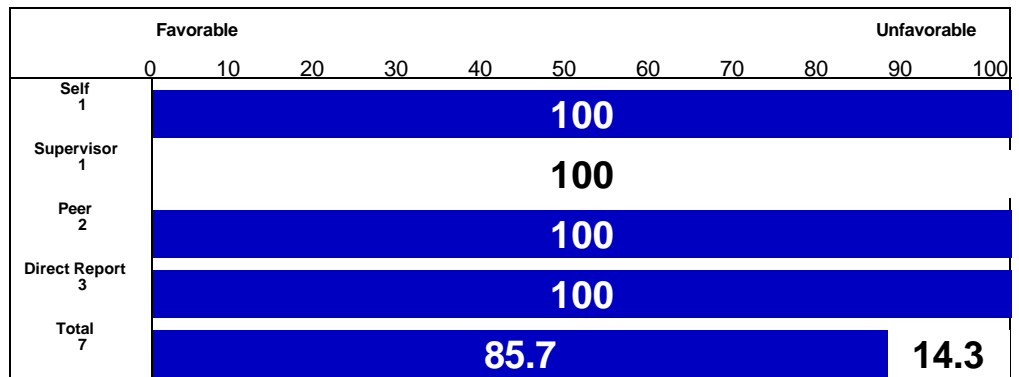
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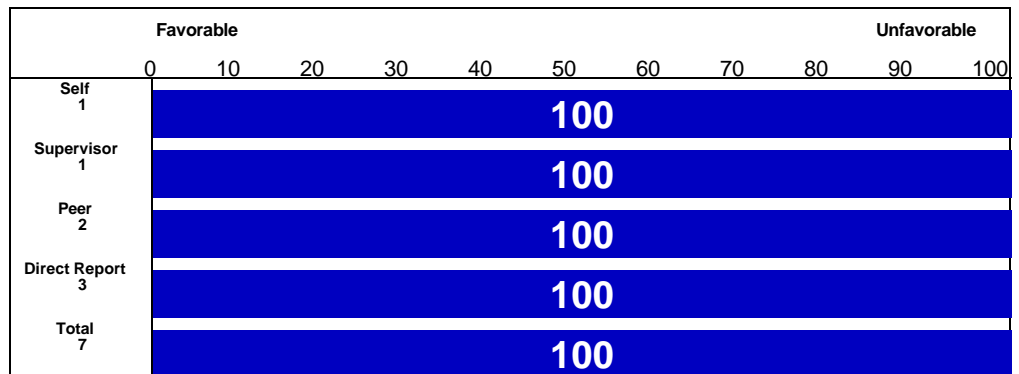
### Financial Performance



10. Carefully plans cost effective ways to get things done while improving profit margins.



11. Shares financial and market information with others.



# Sample Report by Category

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## Favorable/Unfavorable Report

12. Analyzes financial implications of different business decisions.

