

### Job Match Pattern Description For Data Management Specialist

The shaded boxes on each scale represent the job match pattern for this job. The Employee Description describes the ideal employee relative to each scale. The Scale Description provides insight into the meaning of each scale generally, and will help you understand the ideal employee relative to a high or low score on each scale.

# **Thinking Style**

| Learning Index | 1 | 2 | 2 | Λ | 5 | 6 | 7 | Q | 0 | 10 |
|----------------|---|---|---|---|---|---|---|---|---|----|
| Leanning mack  |   | 2 | 3 | 4 | J | U | 1 | 0 | 3 | 10 |
|                |   |   |   |   |   |   |   |   |   |    |

**Employee Description:** Employees who assimilate information within expected norms and can appreciate more complex information processing.

| Low   | Scale Description – Learning Index  | High   |
|---|---|--|
| Repetition and<br>hands-on learning<br>can be effective in<br>training<br>Achieves best<br>through learning<br>that is specific to<br>the job | <ul> <li>This is an index of expected learning, reasoning and problem solving potential; a composite of the scores for Verbal Skill, Verbal Reasoning, Numerical Ability, &amp; Numeric Reasoning.</li> <li>The ability to respond efficiently in a training situation can typically be found in an individual with a high Learning Index. Such an individual can communicate complex ideas through data, words or both in an effective manner.</li> <li>At the low end, an individual may be most comfortable with responsibilities that emphasize concrete thinking and routine tasks.</li> </ul> | Strong capacity to<br>adapt quickly<br>Typically finds it<br>easy to learn the<br>requirements of a<br>new job situation |

### Thinking Style (con't)

#### Verbal Skill 1

**Employee Description:** Employees who communicate effectively in a variety of settings and can assimilate complex instructions easily.

| Low   | Scale Description – Verbal skill   | High  |
|---|--|---|
| Can be slow and<br>deliberate in<br>communicating<br>ideas      | This is a measure of verbal skill through vocabulary.<br><b>High Verbal Skill</b> is often associated with<br>confidence in vocabulary. However, the individual<br>may occasionally "talk over the heads" of others.                                     | Capable of precise<br>communication,<br>even under strict<br>time constraints |
| Most communi-<br>cations are<br>concrete and<br>straightforward | <b>Lower scorers</b> do not demonstrate a strong<br>command of vocabulary and may tend to utilize<br>vague or inaccurate expressions when they<br>communicate. Such an individual might not ask for<br>clarification when information is not understood. | Competent in<br>making analyses<br>involving written<br>and verbal data       |

| Verbal Reasoning | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|------------------|---|---|---|---|---|---|---|---|---|----|
| -                | _ |   | - | - | - | - | - | _ | - |    |

Employee Description: Employees who can easily analyze complex verbal information and make reliable interpretations.

| Low   | Scale Description - Verbal Reasoning  | High   |
|---|---|--|
| May require more<br>time to assimilate<br>new information of<br>a verbal or written<br>nature<br>May be less<br>proficient in<br>information<br>gathering<br>techniques | <ul> <li>Relates to using words as a basis in reasoning and problem solving.</li> <li>High Verbal Reasoning suggests a strong potential for understanding verbal information both quickly and accurately. May find concrete and routine problem solving tedious.</li> <li>A low scorer may overlook inferences in verbal or written data. This individual may be most comfortable with responsibilities that do not require abstract reasoning skills when working with words.</li> </ul> | Strong information<br>gathering ability<br>Assimilates verbal<br>information rapidly<br>Can abstract<br>conclusions from<br>verbal information<br>more proficiently<br>than others |

### Thinking Style (con't)

| <b>Numerical Ability</b> | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
|--------------------------|---|---|---|---|---|---|---|---|---|----|--|
|--------------------------|---|---|---|---|---|---|---|---|---|----|--|

Employee Description: Employees who utilize routine numerical information in their work and who may occasionally be required to perform more complex calculations.

| Low   | Scale Description - Numerical Ability   | High   |
|---|---|--|
| Using mathematics<br>can be challenging<br>Figuring numerical<br>problems may<br>require the use of<br>a calculator | <ul> <li>This is a measure of numeric calculation ability; basically, of how well an individual works with numbers.</li> <li>High Numerical Ability is often associated with being confident when calculating numerical data. Often, decisions can be made quickly, based on such data, without having to refer to calculation tools since the work is often done mentally.</li> <li>Lower scorers will often rely on calculators or other aids to solve numerical problems. They may be most comfortable with positions that do not routinely utilize numerical calculations.</li> </ul> | Quick in mentally<br>determining<br>mathematical<br>solutions to<br>problems<br>Demonstrates a<br>sound under-<br>standing of basic<br>mathematical<br>processes |

| Numeric Reasoning | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|-------------------|---|---|---|---|---|---|---|---|---|----|
|                   |   |   |   |   |   |   |   |   |   |    |

#### Employee Description:

Employees who are reasonably efficient about utilizing numerical data in decision-making and who require little assistance in processing graphic representations of this data.

| Low   | Scale Description - Numerical Reasoning   | High   |
|---|---|--|
| May overlook the<br>implications<br>derived from a set<br>of numerical data<br>May be<br>comfortable using<br>simple<br>calculations for<br>problem solving | <ul> <li>This scale measures an individual's ability to use numbers as a basis in reasoning and analysis.</li> <li>Utilization of statistical inference is common among those with high Numerical Reasoning scores. The ability to visualize trends in a set of numerical data is likely to occur in such individuals.</li> <li>Lower scorers may be most comfortable with positions that rarely utilize numerical forms of data for reaching decisions.</li> </ul> | Demonstrates little<br>difficulty in<br>assimilating new<br>information of a<br>numerical nature<br>Can process<br>numerical data to<br>reach conclusions<br>or understand<br>inferences |

# **Occupational Interests**

Enterprising 1 10 2 3 4 5 7 8 9 6

Employee Description: Employees who are not driven to compete with others to earn profit or take advantage of opportunities for personal gain.

| Low   | Scale Description - Enterprising   | High  |
|---|--|---|
| Generally<br>disinterested in<br>many areas of<br>entrepreneurship<br>and sales   | <b>Enterprising</b> indicates an <b>interest in occupations</b> where one uses persuasiveness and enjoys presenting plans. The entrepreneurial aspects of sales and business are often desirable for such individuals. | Characterized by<br>interest in:<br>Persuading others |
| May not always<br>enjoy the give and<br>take of deal<br>making and<br>negotiating | Being motivated by many of the <b>Enterprising</b><br>occupations listed in the interest inventory is<br>characteristic of an individual with a <b>high score on</b><br><b>this scale</b> .                            | Sales activities<br>Profit-oriented<br>activities     |

| Financial/Administrative | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|--------------------------|---|---|---|---|---|---|---|---|---|----|

**Employee Description:** 

Employees who are highly motivated by administrative duties or financial information processing.

| Low   | Scale Description - Financial / Administrative  | High  |
|---|---|---|
| Generally<br>disinterested in<br>some areas of<br>administration  | Financial/Administrative indicates interest in occupations that work with financial data, business systems, administrative procedures, etc.   | Characterized by<br>interest in:<br>Financial Tasks                     |
| May not always<br>enjoy work that<br>requires attention<br>to details or other<br>organized<br>routines | Being motivated by many of the <b>Financial</b> /<br><b>Administrative</b> occupations listed in the interest<br>inventory is characteristic of an individual with a<br><b>high score on this scale</b> . | Administration<br>Organization<br>Office Work<br>Business<br>Procedures |

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|---------------------|-----|-----------------------------------|------------------|--------|--------|-----------------|--------|--------|----------|--------|--|
| People Service      | 1   | 2                                 | 3                | 4      | 5      | 6               | 7      | 8      | 9        | 10     |  |
| Employee Descriptic |     | Emplo<br>less s                   |                  |        |        |                 |        | / help | ing o    | thers, | yet also possess                         |
|                     |     | <u> </u>                          |                  | Descri | intion | n - Bo          | onla   | Sorvi  | <u> </u> |        | High                                     |
| Low                 |     | Sc                                | ale D            | Descri | iption | n - Pe          | ople   | Servi  | се       |        | High                                     |
|                     | The |                                   |                  |        |        |                 |        |        |          |        | High<br>Characterized by<br>interest in: |
| Generally           | 000 | So<br>e Peop<br>cupati<br>n the v | ple So<br>ions t | ervice | e scal | e indi<br>eople | cates  | inter  | est i    |        | Characterized by                         |

| Technical | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|-----------|---|---|---|---|---|---|---|---|---|----|
|           |   |   |   |   |   |   |   | - | - | -  |

**Employee Description:** Employees who are highly motivated by the opportunity to analyze technical data and process information in a technical field.

| Low   | Scale Description - Technical  | High  |
|---|--|---|
| Generally<br>disinterested in<br>some areas of the<br>technical fields                    | The <b>Technical</b> scale indicates <b>interest in</b><br><b>occupations</b> that center on scientific and technical<br>activities, research and intellectual skills.   | Characterized by interest in:                                   |
| May not always<br>enjoy work that<br>requires analytical<br>tasks or working<br>with data | Being motivated by many of the <b>Technical</b> occupations listed in the interest inventory is characteristic of an individual with a <b>high score on this scale</b> . | Scientific study<br>Research<br>methods<br>Working with<br>data |

|  | Occupational Interests (con't)   |  |
|--|--|--|
| Mechanica  | 1 2 3 4 5 6 7 8 9 10   |  |
| Employee Descriptio  | <ul> <li>Employees who are motivated by mechanical situati<br/>possess less mechanical interests.</li> </ul>   | ons, yet also  |
| Low  | Scale Description - Mechanical   | High   |
| Generally<br>disinterested in<br>some areas of the<br>mechanical/<br>industrial fields<br>May not always<br>enjoy work that<br>requires hands-on<br>tasks or working<br>with equipment<br>Creative |  | Characterized by<br>interest in:<br>Being physical<br>Working with<br>things<br>Working with<br>machines,<br>tools or<br>equipment |
| Low  | Scale Description - Creative   | High   |
| Generally<br>disinterested in<br>some areas of the<br>creative fields  | The <b>Creative</b> scale indicates <b>interest in</b><br><b>occupations</b> where one may be imaginative,<br>original and aesthetic.                            | Characterized by interest in:  |
| May not always<br>enjoy work that<br>requires creative   | Being motivated by many of the <b>Creative</b><br>occupations listed in the interest inventory is<br>characteristic of an individual with a <b>high score on</b> | Aesthetics<br>Creative<br>expression<br>Innovation   |

## **Behavioral Scales**

**Employee Description:** Employees who respond to demands on their time and effort but who are most effective in a more relaxed environment.

| Low                                  | Scale Description – Energy Level   | High                         |
|--------------------------------------|--|------------------------------|
| Patient                              | <b>Energy Level</b> demonstrates a tendency toward restlessness, activity and drive. This scale deals with issues such as efficiency and time utilization. | Solf starter                 |
| Good with<br>methodical<br>processes | The potential for risk-taking, restlessness and seeking excitement and challenge can be found in an individual with a <b>high Energy Level</b> .           | Self starter<br>Multi-tasker |
| Good task focus                      | At the <b>low end</b> , an individual provides the patience<br>and calmness fundamental to particular kinds of<br>work.                                    | Self-motivated               |

| Assertiveness | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---------------|---|---|---|---|---|---|---|---|---|----|
|               |   |   |   |   |   |   |   |   |   |    |

**Employee Description:** Employees who are most effective when they can accept the leadership of others and respond to a structured environment.

| Low   | Scale Description - Assertiveness  | High  |
|---|--|---|
| Willing to accept a leader                  | <b>Assertiveness</b> is identifiable as a measure of generalized confidence. It is often associated with expressed influence.  | Comfortable with self expression and leadership |
| Diplomatic<br>Low need to control<br>others | <ul> <li>High assertiveness is often found with a focus on achievement and a seeking of leadership and the control of situations.</li> <li>Lower scores suggest a minimal need to control the actions of others. Such an individual may provide co-workers with an example of a compliant follower.</li> </ul> | Competitive<br>Achievement<br>oriented          |

#### Behavioral Scales (con't)

#### Sociability 1 3 10 2 4 5 6 8 9 7

Employee Description: Employees who are moderately social, motivated by the opportunity to present their ideas and suggestions and are encouraged by the opportunity to work in a team environment.

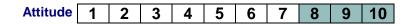
| Low  | Scale Description - Sociability   | High   |
|--|---|--|
| Avoids small talk  | <b>Sociability</b> is a strong measure of social presence.<br>It directly relates to self-control and flexibility. This<br>trait can be seen as more reliant upon interpersonal<br>contacts than most other traits.   | Conversational                               |
| Keeps to one's self  | <b>High Sociability</b> signifies a desire to work closely with others and accomplish goals in a group setting.   | People oriented                              |
| Will not become<br>frustrated by a lack<br>of social contact | A <b>low scorer</b> tends to focus on achieving goals<br>through individual efforts and can work over longer<br>periods without considerable interpersonal contact.<br>This individual tends to "stick to business" and often<br>will not demonstrate a need to collaborate on<br>projects. | Comfortable<br>working in a<br>group setting |

|               | - | - | - | - | _ | - |   | _ | - |    |
|---------------|---|---|---|---|---|---|---|---|---|----|
| Manageability | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|               |   |   |   |   |   |   |   |   |   |    |

#### Employee Description: Employees who respond enthusiastically to a highly structured environment that requires one to work under the direct supervision of management.

| Low   | Scale Description - Manageability  | High                       |
|---|--|----------------------------|
| Can be cautious with authority figures                  | <b>Manageability</b> suggests a strong relationship to social responsibility and stability. It is a measure of how one reacts to the limits placed by authority and the acceptance of conventional thinking.                   | Cooperative and agreeable  |
| Tends to defend<br>point of view<br>Willing to question | <b>High Manageability</b> is often associated with being comfortable with authority and rules, taking duties seriously, conformity, and taking pride in being self-disciplined.  | Works within the rules     |
| when not in<br>agreement                                | <b>Lower scores</b> reflect a working style that<br>emphasizes individualized thinking and a willingness<br>to question inefficient practices. This kind of person<br>is not usually willing to blindly do the accepted thing. | Comfortable with authority |

#### Behavioral Scales (con't)



**Employee Description:** Employees who consistently maintain their positive expression and trust easily. They tend to have a relaxed social style.

| Low                      | Scale Description - Attitude  | High                 |  |  |
|--------------------------|---|----------------------|--|--|
| Sometimes<br>skeptical   | Attitude measures the degree one is willing to demonstrate trust toward others. It relates to the tendency to suspend judgments about others. | Optimistic           |  |  |
| Can be critical of       | A positive and accepting outlook regarding people is common among those with <b>high Attitude</b> scores.                                     | Trusting             |  |  |
| others<br>Often vigilant | <b>Lower scorers</b> may be good at expressing dissatisfaction with situations that do not appear acceptable to them.                         | Relaxed social style |  |  |

| Decisiveness | 1 | 2 | 2 | Λ  | 5 | 6 | 7 | Q | 0 | 10 |
|--------------|---|---|---|----|---|---|---|---|---|----|
| Devisiveness |   | 4 | J | -+ | J | U | 1 | 0 | 3 | 10 |
|              |   |   |   |    |   |   |   |   |   |    |

**Employee Description:** Employees who respond at an even pace and maintain effective time management skills when making decisions.

| Low  | Scale Description - Decisiveness  | High                                      |
|--|---|---|
| Not typically                                    | <b>Decisiveness</b> has been found to reflect how confident one is in accepting the risk of making a decision in a timely fashion.  |   |
| impulsive<br>Prefers a<br>Methodical<br>approach | A <b>high decisiveness</b> scorer will tend to make a decision with the information currently available so that processes do not become too mired in deliberation.  | Moves quickly<br>when making<br>decisions |
| Analyzes before<br>making<br>a decision.         | A <b>low decisiveness</b> scorer may require input and<br>support from superiors or teammates when making a<br>decision. In certain environments, this individual's<br>need for analysis and collaboration leads to ultimate<br>progress. | Accepts risk in most situations           |

| <b>Behavioral Scales</b> | (con't) |
|--------------------------|---------|
|--------------------------|---------|

| Accommodating | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
|---------------|---|---|---|---|---|---|---|---|---|----|--|
|---------------|---|---|---|---|---|---|---|---|---|----|--|

Employee Description:

Employees who enjoy working with others, even in stressful conditions.

| Low   | Scale Description - Accommodating  | High        |
|---|--|-------------|
| Can seem too firm                                     | <b>Accommodating</b> is often associated with a concern for group accountability. A willingness to consider the needs of all group members is typical.                             |             |
| May be disagree-                                      |  | Cooperative |
| able on occasion                                      | The high Accommodating person holds societal   | ocoporativo |
| Will not typically                                    | norms and self-control as important guides for behavior.   | Harmonious  |
| follow the group,<br>just to get along<br>with others | On the other hand, the <b>low Accommodating</b><br>individual is able to maintain a measure of doubt that<br>protects him or her from being taken advantage of,<br>when necessary. | Likeable    |

| Independence 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|----------------|---|---|---|---|---|---|---|---|----|

# **Employee Description:** Employees who are moderately independent yet can accept necessary supervision and structure.

| Low                           | Scale Description - Independence   | High                       |
|-------------------------------|--|----------------------------|
| May seek support              | <b>Independence</b> defines the manner in which an individual prefers to be directed by others, and one's potential to accomplish tasks with minimal   | Adventurous                |
| Cautious or                   | supervision.   | Auventurous                |
| reserved                      | A <b>highly independent</b> person is usually willing to accomplish goals in his or her own way.   | Slow to follow             |
| Accepts supervision<br>easily | One with <b>low Independence</b> will prefer to turn to others to guide his or her performance. This can lead to an expression of predictability and prudence, which can be a potential asset. | Likes to set own direction |

| <b>Objective Judgment</b> | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
|---------------------------|---|---|---|---|---|---|---|---|---|----|--|
|---------------------------|---|---|---|---|---|---|---|---|---|----|--|

Employee Description:

Employees who utilize data in order to make deliberate decisions based on the logical application of objectivity and practicality.

| Low   | Scale Description - Objective Judgment   | High                                   |
|---|--|--|
| Subjective                                    | The <b>Objective Judgment</b> scale reflects a willingness to make use of cognition versus intuition. This is often referred to as the balance between "head" and "gut." | Comfortable with<br>a logical approach |
| Will follow a hunch                           | <b>High scores</b> describe an individual who will tend to trust observable facts in his or her thinking process,  | Unemotional                            |
| Not overly bound<br>by systematic<br>thinking | whereas,<br>Low Objective Judgment describes a person who<br>is willing to follow a hunch or listen to his or her  | thinking                               |
|   | intuition before acting.   |  |

# **Data Management Specialist**

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|                   | Thinking Style |   |   |   |   |   |   |   |   |    |  |
|-------------------|----------------|---|---|---|---|---|---|---|---|----|--|
| Learning Index    | 1              | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| Verbal Skill      | 1              | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| Verbal Reasoning  | 1              | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| Numerical Ability | 1              | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |
| Numeric Reasoning | 1              | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |  |

# **Occupational Interests**

| Enterprising             | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|--------------------------|---|---|---|---|---|---|---|---|---|----|
| Financial/Administrative | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| People Service           | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Technical                | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Mechanical               | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Creative                 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |

### **Behavioral Traits**

| Energy Level       | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|--------------------|---|---|---|---|---|---|---|---|---|----|
| Assertiveness      | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Sociability        | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Manageability      | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Attitude           | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Decisiveness       | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Accommodating      | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Independence       | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Objective Judgment | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |