

Alphabetical List of Behavioral Descriptions

BEHAVIORAL DESCRIPTIONS

Ability to see the big picture
 Ability to sway
 Action oriented
 Adaptable
 Aggressive
 Alert
 Ambitious
 Analyst
 Articulate
 Autonomy
 Avant-garde
 Caring
 Clarifier
 Closes the loop
 Coach, guide subordinates
 Collegiality
 Commitment to customer
 Commitment to teamwork
 Commitment to the company
 Commitment to helping
 Common sense
 Confident in our abilities
 Confrontational
 Concern for others
 Conscientious
 Consults
 Converts others
 Convinces others of benefits
 Delegator
 Creates “buy-in”
 Curious
 Dedicated
 Dependable
 Desire to achieve, meet quota
 Desire to beat competition
 Desire to win contests
 Detailed
 Devoted
 Direct
 Doer
 Effective delegation
 Effective resource implementer
 Efficient user of time
 Ego driven
 Eliciting team/subordinate input
 Energetic

TRAITS

Planner
 Convincer
 Solution Oriented
 Trendsetter
 Moxie
 Astute
 Go-Getter
 Astute
 Connector
 Go-Getter
 Excellence Focused
 Supporter
 Miner
 Planner
 Coach
 Connector
 Service Centralizer
 Service Centralizer
 Service Centralizer
 Service Centralizer
 Astute
 Go-Getter
 Moxie
 Support
 Responsible
 Analyst
 Convincer
 Convincer
 Tactician
 Convincer
 Trendsetter
 Service Centralizer
 Responsible
 Go-Getter
 Contender
 Contender
 Planner
 Service Centralizer
 Moxie
 Go-Getter
 Coach
 Tactician
 Planner
 Go-Getter
 Coach
 Passionate

BEHAVIORAL DESCRIPTIONS

Enthusiastic
 Entrepreneurial
 Ethical
 Mastery
 Experimental methods
 Expertise
 Explainer
 Extrovert
 Finds new markets/niches
 Flexibility
 Focus on non-business extent
 Follow through
 Friendly
 Generous with praise
 Gets closure
 Goal motivated
 Good listener
 Good planning
 Good problem solving
 Good use of scarce resources
 Grasps business overview
 Gregarious
 Growth
 Hardworking / long hours
 Has a “can do” attitude
 High energy
 Honesty
 Ice breaker, rapport builder
 Independence
 Information gatherer
 Initiative
 Innovation/creativity
 Inspirer
 Inquisitive
 Insightful
 Intuitive
 Investigator
 Learning
 Listen for needs
 Loyal
 Keeping my promise
 Marketplace awareness
 Marketplace sensitivity
 Meets deadlines
 Mentor
 Methodical

TRAITS

Inspirer
 Trendsetter
 Integrity
 Excellence Focused
 Investigator
 Excellence Focused
 Connector
 Diplomat
 Miner
 Trendsetter
 Supporter
 Planner
 Diplomat
 Inspirer
 Moxie
 Contender/Results Oriented
 Connector/Supporter
 Planner
 Astute
 Tactician
 Visionary
 Diplomat
 Excellence Focused
 Passionate
 Go-Getter
 Passionate
 Integrity
 Diplomat/Connector
 Go-Getter
 Miner
 Moxie/Solution Oriented
 Trendsetter
 Inspirer
 Excellence Focused
 Astute
 Astute
 Planner
 Excellence Focused
 Diplomat/Connector
 Service Centralizer
 Integrity
 Astute
 Visionary
 Results Oriented
 Coach
 Planner



Alphabetical List of Behavioral Descriptions

BEHAVIORAL DESCRIPTIONS

Observant
 Open to change
 Orderly
 Organized
 Outgoing
 People stimulator/evaluator
 Performer
 Persistent
 Personal flexibility
 Personal Responsibility
 Physical/mental focus
 Positive attitude
 Pragmatic intelligence
 Presenter
 Prioritized
 Principled
 Probes
 Problem solving/analytical ability
 Process oriented
 Public speaking skills
 Qualifier
 Rapport builder
 Reliable
 Resilient
 Resource sharer
 Responsive
 Results driven
 Self aware
 Self initiated development
 Self reliant/starter
 Sensitive
 Service oriented
 Solution oriented
 Sorter
 Stamina
 State of the are knowledge
 Straightforward, direct with others
 Strategic planner
 Strategic thinker
 Street smarts
 Affiliator
 Task driven
 Task ownership
 Tests hypothesis
 Team player
 Centralizer
 Thorough information gathering
 Trainer

TRAITS

Astute
 Trendsetter
 Tactician
 Planner
 Diplomat
 Coach/Inspirer
 Connector
 Moxie/Passionate
 Astute
 Solution Oriented
 Passionate
 Solution Oriented
 Astute
 Connector
 Planner
 Integrity
 Miner
 Astute/Investigator
 Planner
 Connector
 Miner
 Diplomat
 Responsible
 Passionate
 Connector
 Trendsetter
 Results Oriented
 Astute
 Excellence Focused
 Solution Oriented
 Supporter
 Service Centralizer
 Results Oriented
 Miner/Delegator/Astute
 Passionate
 Excellence Focused
 Moxie
 Tactician/Miner/Planner
 Visionary
 Astute
 Connector
 Results Oriented
 Responsibility
 Investigator
 Connector/Service
 Investigator/Miner
 Coach

BEHAVIORAL DESCRIPTIONS

Trouble shooter
 Uncompromising
 Understanding
 Visionary
 Voices opinions, defends views
 Weighs pros and cons
 Workaholic
 Work ethic
 Work horse

TRAITS

Investigator
 Integrity
 Supporter
 Visionary
 Moxie
 Analyst
 Passionate
 Passionate
 Passionate



Resources for People in the People Business

phone: 847.956.3330 or 877-KeenWay (877-533-6929)
 email: info@keenhire.com
 web: keenhire.com