

Competency Management Program



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Your commercial teams are the engine of your business, but are their skills keeping pace with today's demands? The Competency Management Program provides a detailed, data-driven analysis of your team's applied skills, knowledge, and experience.

This program goes beyond a simple test. It's a strategic tool to:

- **Benchmark your team:** See how your team's commercial capabilities stack up against global and industry standards.
- **Identify skill gaps:** Pinpoint exactly where skills are strong and where they need development, giving you the insights you need to make smart, targeted investments.
- **Build a stronger pipeline:** Use the analysis to identify high-potential employees for promotion or to ensure new hires have the right expertise.

How it works

Our assessment framework is built on seven core competence categories, which include 69 defined skill and knowledge criteria. You have the flexibility to select from these criteria and even add your own company-specific questions to get a perfectly tailored analysis.

Why do companies choose this program?

Training budgets are under pressure, and market conditions require rapid improvement. Our program offers a fast and practical solution to ensure every dollar you spend on development delivers real value.

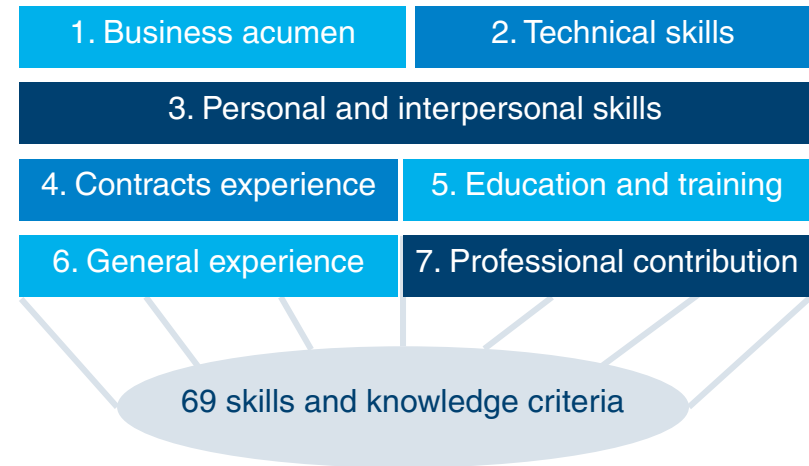
- **Tailored for your business:** We partner with you to customize the assessment, prioritizing the competencies most critical to your organization's success.
- **Comprehensive group analysis:** Our in-depth group readouts provide a clear overview of your team's collective strengths and gaps.
- **Individual reports for everyone:** Each participant receives their own personalized skills report, which they can use to guide their professional growth.

Your actionable report

Upon completion, you'll receive a comprehensive report that gives you an immediate, clear picture of your current state. The report provides:

- **Global benchmarks:** A comparison of your team's skills against a global market or specific industry sector.
- **Customized targets:** A comparison of your team's skills against the targets you set for them.
- **Actionable recommendations:** Suggestions for addressing gaps, often directing you to free resources within our extensive library.

Assessment criteria categories



Contact us

