

Vaya Group - Setting the Standard Protocol **Applications** Phase Two: Benchmark Norming Study and Gap Analysis Selection: Phase One: Profile Assessment of **Building & Aligning** Critical Competencies Methodology: the Profile Model Assessment Screeners • Profile Assessment Interview Designed • Comparisons to High · Assess Sample of Incumbents **Data Gathering:** Performer Norms • Analyze Differences in Top Vs. Other Performers Stakeholder Interviews Coaching: Worker Expert Focus Groups • Strengths to Leverage Existing Data Sources Development Targets Learnings: Customized Feedback • Gap Analysis - What Makes "Our Best" So Good Learnings: Development Planning • Empirical Assessment of Strengths & Weaknesses • 360° Definition of the Job Coaching Accountability Norms for On-board or New Hire Assessment Success Factors Best Practices & Quick Training & Development Roadmap Established Hits Critical Work Situations Validation Study and Report Organizational • Future Job Requirements **Development & Training:** High Potential Planning and Development • Performance Management Customized Profile Model Training Needs Analysis "Must-Have Characteristics" Current • Team Building and Action Assets **Planning** "Raise the Bar" Development Indicators