



Skills and Team Members Imp

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Grouping of Individual Skills. If you have an isolated Skill you want to track that is not part of a Capability group, you can simply leave this field blank.

Skill Name

"Innate Talent" or "Learned Skill", which modifies our default level descriptions.

"Yes" indicates you want to assess everyone across the organization.

If All Company "Yes", indicate minimum Level (0-4) require through the organ

Optional

Required

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Required if A

Capability	Skill	Type	All Company	Level Requ
Customer Focus	Communication	Innate Talent		
Customer Focus	Empathy	Innate Talent		
Customer Focus	Follow Through	Innate Talent		
Customer Focus	Friendliness	Innate Talent		
Customer Focus	Integrity	Innate Talent		
Customer Focus	Listening	Innate Talent		
Customer Focus	Negotiation	Innate Talent		
Customer Focus	Presentations	Innate Talent		
Customer Focus	Proactivity	Innate Talent		
Customer Focus	Problem Analysis	Innate Talent		
Customer Focus	Problem Solving	Innate Talent		
Customer Focus	Professional Attitude	Innate Talent		
Customer Focus	Responsibility	Innate Talent		
Customer Focus	Working Under Pressure	Innate Talent		
Organizational Agility	Adaptability / Flexibility	Innate Talent		
Organizational Agility	Coachability	Innate Talent		
Organizational Agility	Conflict Resolution	Innate Talent		



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Organizational Agility	Decision Making	Innate Talent		
Organizational Agility	Documenting	Innate Talent		
Organizational Agility	Leadership	Innate Talent		
Organizational Agility	Multi-Tasking	Innate Talent		
Organizational Agility	Networking (Sales)	Innate Talent		
Organizational Agility	Planning	Innate Talent		
Organizational Agility	Self Motivation	Innate Talent		
Organizational Agility	Teaching / Coaching	Innate Talent		
Organizational Agility	Team Building	Innate Talent		
Organizational Agility	Teamwork	Innate Talent		
Organizational Agility	Time Management	Innate Talent		
Organizational Agility	Work Ethic	Innate Talent		
Cloud Computing	Amazon AWS	Learned Skill		
Cloud Computing	Google Cloud Platform	Learned Skill		
Cloud Computing	MS Azure	Learned Skill		
Cloud Computing	MS Office 365	Learned Skill		
Cloud Computing	Platform as a Service (PaaS)	Learned Skill		



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Capability	Skill	Type	All Company	Level Requ
Cloud Computing	Security as a Service (SECaaS)	Learned Skill		
Cloud Computing	Software as a Service (SaaS)	Learned Skill		
Cloud Computing	Storage as a Service (STaaS)	Learned Skill		
Development & Scripting	C / C# / C++	Learned Skill		
Development & Scripting	HTML / HTML5	Learned Skill		
Development & Scripting	Java	Learned Skill		
Development & Scripting	MS Visual Basic.NET (VB.NET)	Learned Skill		
Development & Scripting	Powershell	Learned Skill		
Development & Scripting	VBScript	Learned Skill		
Hardware	Desktops	Learned Skill		
Hardware	Laptops	Learned Skill		
Hardware	Multi-Function Devices	Learned Skill		
Hardware	Network Attached Storage (NAS)	Learned Skill		
Hardware	Printer Hardware	Learned Skill		
Hardware	RAID	Learned Skill		
Hardware	Servers	Learned Skill		
Hardware	Storage Area Networks (SAN)	Learned Skill		



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Capability	Skill	Type	All Company	Level Requ
Knowledge	Business Continuity Planning (B	Learned Skill		
Knowledge	Business Finance	Learned Skill		
Knowledge	Business Intelligence	Learned Skill		
Knowledge	Content Marketing	Learned Skill		
Knowledge	Data Center - Colocation/Inter	Learned Skill		
Knowledge	Disaster Recovery Solution Des	Learned Skill		
Knowledge	DNS	Learned Skill		
Knowledge	Domain Names	Learned Skill		
Knowledge	Graphic Design	Learned Skill		
Knowledge	Marketing Strategy	Learned Skill		
Knowledge	Mobile Solutions	Learned Skill		
Knowledge	Network Design	Learned Skill		
Knowledge	Network Management	Learned Skill		
Knowledge	Project Management	Learned Skill		
Knowledge	Remote Access Solutions	Learned Skill		
Knowledge	Web Analytics / SEO	Learned Skill		
Networks	General Networking	Learned Skill		



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Capability	Skill	Type	All Company	Level Requ
Networks	Internet Services	Learned Skill		
Networks	Routers	Learned Skill		
Networks	Switches	Learned Skill		
Networks	TCP/IP	Learned Skill		
Networks	VLAN	Learned Skill		
Networks	VPN	Learned Skill		
Networks	Wireless Networking	Learned Skill		
Operating Systems	Android	Learned Skill		
Operating Systems	Apple iOS	Learned Skill		
Operating Systems	Apple Mac OS	Learned Skill		
Operating Systems	Cisco IOS	Learned Skill		
Operating Systems	Linux	Learned Skill		
Operating Systems	MS Windows 10	Learned Skill		
Operating Systems	MS Windows 7	Learned Skill		
Operating Systems	MS Windows 8	Learned Skill		
Operating Systems	MS Windows Server 2008	Learned Skill		
Operating Systems	MS Windows Server 2012	Learned Skill		



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Capability	Skill	Type	All Company	Level Requ
Operating Systems	MS Windows Server 2016	Learned Skill		
Operating Systems	UNIX	Learned Skill		
Security	2FA / Duo	Learned Skill		
Security	Disk Encryption	Learned Skill		
Security	Firewalls	Learned Skill		
Security	Malware Cleanup	Learned Skill		
Security	Multi-Factor Authentication	Learned Skill		
Security	SSL	Learned Skill		
Software	MS Active Directory	Learned Skill		
Software	MS Excel	Learned Skill		
Software	MS Office	Learned Skill		
Software	MS PowerPoint	Learned Skill		
Software	MS Project	Learned Skill		
Software	MS Word	Learned Skill		
Software - Accounting/ERP	MS Dynamics	Learned Skill		
Software - Accounting/ERP	NetSuite	Learned Skill		
Software - Accounting/ERP	QuickBooks	Learned Skill		



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Capability	Skill	Type	All Company	Level Requ
Software - Accounting/ERP	Sage	Learned Skill		
Software - Accounting/ERP	Xero	Learned Skill		
Software - Backup	Datto	Learned Skill		
Software - Backup	Efolder	Learned Skill		
Software - Backup	MS Data Protection Manager (Learned Skill		
Software - Communications	MS Exchange	Learned Skill		
Software - Communications	MS Outlook	Learned Skill		
Software - Communications	MS Skype for Business	Learned Skill		
Software - Communications	MS Teams	Learned Skill		
Software - Communications	Slack	Learned Skill		
Software - CRM	Hubspot	Learned Skill		
Software - CRM	MS Dynamics CRM	Learned Skill		
Software - CRM	Salesforce.com	Learned Skill		
Software - Database	MS Access	Learned Skill		
Software - Database	MS SQL Server	Learned Skill		
Software - Database	MySQL	Learned Skill		
Software - Database	Oracle	Learned Skill		



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Capability	Skill	Type	All Company	Level Requ
Software - Internal Tools	Auvik	Learned Skill		
Software - Internal Tools	Brightgauge	Learned Skill		
Software - Internal Tools	ConnectWise Automate	Learned Skill		
Software - Internal Tools	ConnectWise Control	Learned Skill		
Software - Internal Tools	ConnectWise Manage	Learned Skill		
Software - Internal Tools	ConnectWise Sell	Learned Skill		
Software - Internal Tools	Continuum	Learned Skill		
Software - Internal Tools	Desk Director	Learned Skill		
Software - Internal Tools	IT Glue	Learned Skill		
Software - Internal Tools	LogMeIn	Learned Skill		
Software - Internal Tools	Network Detective	Learned Skill		
Software - Internal Tools	QuoteWerks	Learned Skill		
Software - Internal Tools	RapidFire	Learned Skill		
Software - Virtualization	Citrix	Learned Skill		
Software - Virtualization	MS Hyper V	Learned Skill		
Software - Virtualization	VMWare	Learned Skill		
Telephony	Android Phones	Learned Skill		



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Capability	Skill	Type	All Company	Level Requ
Telephony	Apple iPhones	Learned Skill		
Telephony	Avaya-Nortel	Learned Skill		
Telephony	Cisco IP Telephony	Learned Skill		
Telephony	VoIP	Learned Skill		
Vertical Market Expertise	Agriculture	Learned Skill		
Vertical Market Expertise	Architects / Designers	Learned Skill		
Vertical Market Expertise	Automotive	Learned Skill		
Vertical Market Expertise	Business Services	Learned Skill		
Vertical Market Expertise	Construction	Learned Skill		
Vertical Market Expertise	Education / Schools / Learning	Learned Skill		
Vertical Market Expertise	Energy / Oil / Gas	Learned Skill		
Vertical Market Expertise	Engineering Services	Learned Skill		
Vertical Market Expertise	Financial Services	Learned Skill		
Vertical Market Expertise	Food Service / Restaurants	Learned Skill		
Vertical Market Expertise	Government	Learned Skill		
Vertical Market Expertise	Healthcare / Medical / Pharma	Learned Skill		
Vertical Market Expertise	Hospitality / Hotels	Learned Skill		



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Vertical Market Expertise	Insurance	Learned Skill		
Vertical Market Expertise	Law / Legal	Learned Skill		
Vertical Market Expertise	Manufacturing	Learned Skill		
Vertical Market Expertise	Mining	Learned Skill		
Vertical Market Expertise	Non-Profit	Learned Skill		
Vertical Market Expertise	Real Estate / Property Mgmt	Learned Skill		
Vertical Market Expertise	Retail	Learned Skill		
Vertical Market Expertise	Telecommunications	Learned Skill		
Vertical Market Expertise	Transportation	Learned Skill		
Vertical Market Expertise	Utilities	Learned Skill		