DEFINITIONS

The **Common Sector Competencies** model groups competencies based on needs identified across all sectors of the workforce.

Fundamental core competencies are basic, entry-level skills candidates must have for hiring consideration.

Advanced leader competencies are necessary for advancement or management consideration.

Competencies considered **price of admission** are skills important across all areas and are easier to develop through training.

Competencies in the **competitive edge** group are less intuitive, more difficult to develop and are in short supply.

As a result, competencies in the yellow quadrant are easier to fulfill, while those in the blue quadrant are more difficult.

Common Sector Competencies

Common Sector Competencies are the key strengths and essential qualifications for employee performance across primary industries and business sectors.

Do you have the skills employers are looking for?

Fundamental core

- **Focus on the customer**
- **Drive results**
- **Collaborate**
- **Instill trust**
- **Plan and align**
- **Read for information**
- **Use basic applied mathematics**

- **Manage complexity**
- **Value differences**
- **Think critically**
- **Listen actively**
- **Write effectively**
- **Be flexible and adaptable**

Advanced leader

- **Display courage**
- **Manage ambiguity**
- **Solve complex problems**
- **Speak influentially**
- **Self-develop**
- **Manage projects**
- **Attract and develop talent**

- **Demonstrate business insight**
- **Cultivate innovation**
- **Build effective teams**
- **Interpret and apply data**

Price of admission

Competitive edge