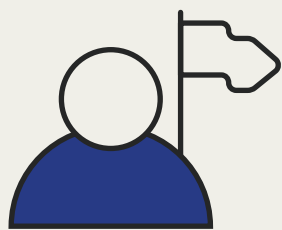


PATH Essential Competencies



Leading



Managing Talent

Provides coaching, guidance and feedback. Manages conflict; supports development.



Directing Action

Leads, gives direction and drives progress through engagement and delegation.



Negotiation

Influences, persuades, and negotiates effectively using a range of styles.



Strategic Vision

Understands big-picture, long-term view of the company; considers risk.



Relating



Interpersonal Sensitivity

Sensitive to the needs and emotions of others. Responds with empathy.



Teamwork

Works inclusively and prioritises team goals, delivering on commitments.



Customer Focus

Fulfils customer obligations, interacts in a friendly and composed manner.



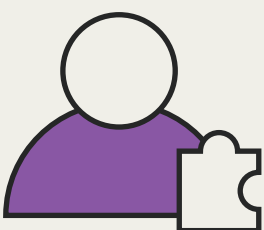
Building Relationships

Initiates and maintains relationships with others, connects widely.



Communication

Shares information in a confident and articulate way, that suits the audience.



Solving



Evaluation

Makes astute decisions on the basis of thorough analysis, logic, and data.



Numerical Analysis

Enjoys skilfully analysing data to solve problems and make decisions.



Commercial Acumen

Understands context and makes strategically sound commercial decisions.



Judgement

Uses logic and experience to make sound, confident decisions, despite ambiguity.



Ingenuity

Generates and drives innovative solutions to support long-term outcomes.



Doing



Organisation

Transforms objectives into actionable steps through detailed planning to ensure delivery.



Implementation

Works in a focused and meticulous manner to execute to a high standard.



Adherence

Prefers to follow rules, guidelines, and processes consistently.



Achievement

Consistently demonstrates high energy and drive to achieve more in the workplace.



Learning Agility

Grasps and applies new concepts quickly, enjoys learning and feedback.



Sales Tenacity

Demonstrates energy, enthusiasm, and ambition to influence customers to buy.



Being



Resilience

Is confident and persistent, remains calm and optimistic even under pressure.



Flexibility

Adapts to change and feedback, seeks variety and is open-minded.



Self-Insight

Is aware of own strengths and weaknesses, and responsive to feedback.