

## Entered Values for Eric Bloom

With the exception of name, email and job title, this report does not include their entered demographic information for privacy purposes.

**Email:** eric.bloom@ITMLInstitute.org  
**Job title:** Author, Speaker, Trainer, Coach

| Attribute  | Ability | Wish to Improve | Priority to Improve |
|--|---------|-----------------|---------------------|
| <b>Internal: Builds Respect</b>                            |         |                 |                     |
| Confident  | 5       | 1               | 1                   |
| Trustworthy  | 2       | 1               | 1                   |
| Respectful   | 5       | 1               | 1                   |
| Humble   | 4       | 1               | 1                   |
| Optimistic   | 4       | 1               | 1                   |
| OpenMinded   | 3       | 4               | 3                   |
| <b>Internal: Builds trust</b>                              |         |                 |                     |
| Empathy  | 4       | 1               | 1                   |
| Loyalty  | 5       | 1               | 1                   |
| Transparency   | 4       | 4               | 4                   |
| Authentic  | 4       | 3               | 2                   |
| <b>Internal: Builds admiration</b>                         |         |                 |                     |
| Calmness   | 2       | 3               | 4                   |
| Humor  | 4       | 1               | 1                   |
| Courage  | 2       | 2               | 3                   |
| <b>Internal: Creates your reputation as a change-agent</b> |         |                 |                     |
| Vision   | 3       | 1               | 1                   |
| Motivation   | 2       | 1               | 1                   |
| Proactive  | 5       | 3               | 3                   |
| Creative   | 4       | 1               | 1                   |
| <b>Internal: Helps you get the job done</b>                |         |                 |                     |
| Commitment   | 3       | 1               | 1                   |
| Flexibility  | 5       | 1               | 1                   |
| Determination  | 5       | 1               | 1                   |
| Accountability   | 3       | 1               | 1                   |
| Responsiveness   | 2       | 3               | 5                   |
| <b>External: Your social connections</b>                   |         |                 |                     |
| Delegated Authority  | 5       | 1               | 1                   |
| Friends and Allies   | 4       | 1               | 1                   |
| Academic Contacts  | 4       | 4               | 4                   |
| <b>External: Your Your social activities</b>               |         |                 |                     |
| Thought Leadership   | 5       | 1               | 1                   |
| Industry Activism  | 3       | 5               | 5                   |

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| <b>Attribute</b>  | <b>Ability</b> | <b>Wish to Improve</b> | <b>Priority to Improve</b> |
|---|----------------|------------------------|----------------------------|
| <b>External: Your actions</b>   |                |                        |                            |
| FollowThrough   | 5              | 1                      | 1                          |
| Showing You Care  | 4              | 1                      | 1                          |
| Leading By Example  | 4              | 1                      | 1                          |
| <b>Professional Stature: Your credentials</b>   |                |                        |                            |
| Degrees   | 5              | 1                      | 1                          |
| Certifications  | 5              | 5                      | 5                          |
| Job Title   | 5              | 3                      | 3                          |
| <b>Professional Stature: Your awards and accomplishments</b>  |                |                        |                            |
| Awards  | 5              | 1                      | 1                          |
| Accomplishments   | 5              | 5                      | 2                          |
| <b>Professional Stature: Your knowledge</b>   |                |                        |                            |
| Experience  | 4              | 1                      | 1                          |
| Learned Skills  | 4              | 1                      | 1                          |
| Learned Information   | 5              | 1                      | 1                          |
| <b>Interpersonal Skills: Your understanding and empathy</b>   |                |                        |                            |
| Emotional Intelligence  | 5              | 5                      | 3                          |
| BodyLanguage  | 5              | 3                      | 3                          |
| <b>Interpersonal Skills: Enhances fact finding and builds rapport</b>   |                |                        |                            |
| Asking Purposeful Questions   | 4              | 3                      | 1                          |
| Active Listening  | 4              | 4                      | 3                          |
| <b>Interpersonal Skills: Reduces stress,enhances productivity, facilitates teamwork, and lowers attrition</b> |                |                        |                            |
| Conflict Resolution   | 4              | 1                      | 1                          |
| Difficult Conversations   | 5              | 1                      | 1                          |
| <b>Interpersonal Skills: Enhances visability and upward mobility</b>  |                |                        |                            |
| Public Speaking   | 4              | 2                      | 3                          |
| Written Communication   | 4              | 4                      | 4                          |
| <b>Business Skills: Helps build your team</b>   |                |                        |                            |
| Team Building   | 5              | 1                      | 1                          |
| Running Meetings  | 5              | 1                      | 1                          |
| Mentoring   | 4              | 3                      | 3                          |
| <b>Business Skills: Increases productivity and effectiveness</b>  |                |                        |                            |
| Negotiation   | 2              | 5                      | 5                          |
| Strategic Planning  | 2              | 1                      | 1                          |
| Goal Setting  | 2              | 1                      | 1                          |
| Time Management   | 1              | 5                      | 5                          |