

This survey requests your opinion of what you are able to, or want to do in this position.

*Survey 'A'*

You should be honest to yourself (and us) and answer honestly about the way you think you would be able to or want to perform on this job. Place the number 1, or 2, or 3 to the right of the statement that corresponds with:

Please...

\*Print out form and hand write your answers on the lines.

- 1: You are able to or want to **rarely**
- 2: You are able to or want to **occasionally**
- 3: You are able to or want to **frequently**

Example of a prospective applicant "Louis" taking the quiz:

Question number 1: "This job requires the use of a college-level vocabulary..... 3  
(The number "3" was selected and written down by Louis because he sees himself as the type of person that is able to and wants to, frequently use a college-level vocabulary as leasing agent.

- 1. This job requires the use of a college-level vocabulary .....
- 2. This job requires understanding the meanings of words .....
- 3. This job requires the use of complex words.....
- 4. This job requires using words to solve problems.....
- 5. This job requires recognizing concepts in common between seemingly unrelated ideas
- 6. This job requires interpreting complex words .....
- 7. This job requires manipulating numbers .....
- 8. This job requires the use of numerical calculations .....
- 9. This job requires working with numerical formulas .....
- 10. This job requires understanding concepts derived from numbers.....
- 11. This job requires the interpretation of information from numbers .....
- 12. This job requires the strategic use of numbers .....
- 13. This job requires acting with a sense of urgency.....
- 14. This job requires taking risks in decision-making.....
- 15. This job requires taking time for a deliberate and methodical approach ...
- 16. This job requires dealing with new developments by oneself .....
- 17. This job requires being comfortable with others providing the plan of action
- 18. This job requires being comfortable with frequent feedback from the supervisor .
- 19. This job requires working in a competitive environment .....
- 20. This job requires understanding the details of business processes .....
- 21. This job requires persuading others.....
- 22. This job requires working with financial data and/or administrative procedures.
- 23. This job requires understanding business systems .....
- 24. This job requires being comfortable following standard operating procedures
- 25. This job requires helping others .....

26. This job requires being actively concerned for the welfare of others.....
27. This job requires training or guiding others.....
28. This job requires scientific and/or technical activities.....
29. This job requires researching information and/or dealing with technical documents.....
30. This job requires analyzing data and making hypotheses.....
31. This job requires working with tools and/or mechanical equipment.....
32. This job requires understanding how something mechanical works.....
33. This job requires working outdoors and/or with machinery.....
34. This job requires original and creative thinking.....
35. This job allows the freedom to be original.....
36. This job requires being comfortable in a structured workplace.....
37. This job allows an intuitive approach to problem solving.....
38. This job requires being realistic and practical in making decisions.....
39. This job requires being objective in making decisions.....
40. This job requires the ability to motivate oneself.....
41. This job requires approaching more than one task at a time.....
42. This job requires accepting supervision in setting the pace of work.....
43. This job requires taking charge of others.....
44. This job requires taking a diplomatic approach with others.....
45. This job requires letting someone else set the direction of activities.....
46. This job requires working in isolation.....
47. This job requires working as a member of a group.....
48. This job requires active involvement in interpersonal settings.....
49. This job requires remaining comfortable with organizational constraints.....
50. This job allows the questioning of the traditional approach to tasks.....
51. This job requires the ability to be comfortable with established routine.....
52. This job requires maintaining a vigilant and cautious attitude.....
53. This job requires accepting the motives of others at face value.....
54. This job requires keeping a positive attitude regarding people and outcomes.....
55. This job allows for questioning the ideas and plans of others.....
56. This job requires being motivated by a cooperative and harmonious work setting.....
57. This job requires being concerned with the needs of others.....

Please fax or email your answers to: Bruce Forinash, Investment Leasing Company, [brucef@investmentleasing.com](mailto:brucef@investmentleasing.com) Fax number 858-451-0033  
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