Comparisons of Job Characteristics

Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)
Associated Occupation: Sales Engineers (41-9031)

Compare Knowledge
Compare Skills
Compare Abilities
Compare Detailed Work Activities
Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 81

Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)
Associated Occupation: Sales Engineers (41-9031)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Customer and Personal Service	11.3	20.5	19.3	0	Current knowledge level may be sufficient
Sales and Marketing	5.2	19.5	20.2	0	Current knowledge level may be sufficient
Engineering and Technology	5.7	18.0	6.2	<<	Extensive education and/or training may be required
Computers and Electronics	8.4	15.1	11.8	<<	Extensive education and/or training may be required
Design	5.2	13.6	2.6	<<	Extensive education and/or training may be required
Physics	4.3	9.8	3.4	<<	Extensive education and/or training may be required
Telecommunications	3.9	7.2	4.0	<<	Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 90

Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)
Associated Occupation: Sales Engineers (41-9031)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Persuasion	7.4	15.0	15.9	0	Current skill level may be sufficient
Judgment and Decision Making	9.4	14.5	10.5	<<	Extensive development of skills in this area may be required
Social Perceptiveness	9.1	13.9	12.7	0	Current skill level may be sufficient

Systems Analysis	6.5	12.3	7.3	<<	Extensive development of skills in this area may be required
Negotiation	6.8	12.2	12.0	0	Current skill level may be sufficient
Service Orientation	7.9	12.0	10.7	<	A higher skill level may be required
Systems Evaluation	6.4	11.9	6.1	<<	Extensive development of skills in this area may be required
Technology Design	2.6	8.5	4.0	<<	Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities

Similarity of Focus Occupation to Associated Occupation: 97

Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)
Associated Occupation: Sales Engineers (41-9031)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	18.0	16.6	0	Current ability level may be sufficient
Oral Comprehension	12.5	16.5	16.2	0	Current ability level may be sufficient
Written Comprehension	11.0	15.9	12.3	<<	Extensive improvement in abilities may be required
Speech Recognition	9.9	15.0	13.9	0	Current ability level may be sufficient
Deductive Reasoning	10.6	14.4	11.4	<	Some improvement in abilities may be required
Speech Clarity	10.2	13.9	14.7	0	Current ability level may be sufficient
Fluency of Ideas	7.6	13.0	10.4	<	Some improvement in abilities may be required
Information Ordering	9.9	12.8	9.7	<<	Extensive improvement in abilities may be required
Category Flexibility	9.0	11.9	8.8	<<	Extensive improvement in abilities may be required
Number Facility	6.3	10.7	7.9	<<	Extensive improvement in abilities may be required
Memorization	5.6	9.5	8.6	<	Some improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 88

Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)
Associated Occupation: Sales Engineers (41-9031)

Work Activities	Exclusivity of Activity
Arrange for trial installations of equipment	99
Conduct sales presentations	75

Conduct training for personnel	30
Maintain records, reports, or files	5
Obtain information from individuals	24
Sell products or services	69
Understand technical operating, service or repair manuals	6
Use computers to enter, access or retrieve data	3
Use interpersonal communication techniques	10
Use knowledge of sales contracts	80
Use sales techniques	75
Use telephone communication techniques	62

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 84

Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)
Associated Occupation: Sales Engineers (41-9031)

Tools and Technologies	Exclusivity
Business function specific software	1
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.