

## Mapping PhD Behaviors to Business Competencies

PhD Behavior	Relates to:
Formulate a problem statement	Strategic
Research the problem	Innovation
Extend knowledge to new findings	Innovation
Cost/Benefit of a PhD	Risk Management
Manuscript/Grant Rejected	Champion/Energy
Manage advisors	Rapport
Design an experiment	Structuring
Adapt design to accomplish goals	Structuring
Self manage workflow	Control
Show progress, milestones	Control
Identify process limitations	Tactical
Systematic approach	Production
Meet deadlines, self-monitor	Production
Achieve PhD	Focus
Learn new content	Technical Literacy
Sell your hypothesis	Style Flexibility
Accept feedback	Emotional Intelligence
Coordinate task with team members	Collaboration
Use others input in decisions	Collaboration
Build consensus within team	Enabling
Accommodate needs of team members	Empathy
Show active concern for team	Empathy
Show loyalty to team	Rapport
Form close and supportive relationships with team members	Rapport
Delegate task to team	Delegation
Consult with superiors	Social Intelligence