

**Product Competency Report Date Range: 01/2004 - 02004**

<b>Model</b>	<b>Category</b>	<b>Competency</b>	<b>Product Count</b>		
Audit	Personal Attributes	Integrity and Ethics	10		
		Insight and Judgement	1		
		Professionalism	3		
		Continuous Personal Improvement	2		
		Interpersonal Orientation	6		
		Project Management Skills	1		
		Innovative/Creative Thinking	1		
		Presenting/Speaking	9		
		Business Writing	2		
		Audit	Leadership Qualities	Strategic Thinking and Planning	6
Facilitating	4				
Negotiating and Persuading	4				
Teamwork	7				
Coaching and Empowerment	3				
Problem Solving	1				
Decision Making	1				
Cross-Functional Perspective	2				
Audit	Broad Business Perspective			The Firm and Knowledge of the Profession	14
				Organizational Systems and Processes	6
		Managing and Developing People	9		
		Computer and Technology Skills	12		
		Marketing and Selling	15		
		Relationship Management	9		
		Current and Emerging Management Practices	6		
		Knowledge of Best Practices	7		
		Business Advisory Skills	9		
		Billing Practices	4		
		Audit	Functional Speciality	Accounting Principles - Measurement and Disclosure	27
				Performance Standards	5
				Reporting Standards	30
Internal and External Research	8				
Managing Audit Risk	17				
Client's Business Environment, Systems and Processes	13				

		Control Practices	16
		Strategic Performance Measurements	3
		Tax Concepts	19
Business and Industry/New Finance	Personal Attributes	Integrity and Ethics	11
		Insight and Judgement	2
		Continuous Personal Improvement	3
		Commitment and Performance Stability	2
		Interpersonal Orientation	6
		Project Management Skills	1
		Innovative/Creative Thinking	1
		Presenting/Speaking	9
		Business Writing	3
		Professional Demeanor	4
Business and Industry/New Finance	Leadership Qualities	Strategic Thinking and Planning	5
		Facilitating	3
		Leading Change	2
		Negotiating and Persuading	3
		Teamwork	7
		Coaching and Empowerment	4
		Problem Solving	1
		Decision Making	4
		Cross-Functional Perspective	2
Business and Industry/New Finance	Broad Business Perspective	The Organization and Industry Knowledge	8
		Internal and External Consulting	2
		Business Relationships/Partnerships	4
		Current and Emerging Management Practices	7
		Best Practices	8
		Risk Management	3
		Mergers, Acquisitions, and Strategic Alliances	5
		Management Accounting	13
		Organizational Systems and Processes	5
Business and Industry/New Finance	Functional Speciality	Financial Analysis	9
		Treasury Management	14

		Cost Management	10
		Human Resources	7
		Taxation	17
		Information Technology	7
		Control Environment	6
		Financial and Statutory Reporting and Accounting Principles	9
		Internal Audit	6
		Budgeting, Forecasting, and Business Planning	7
		Fraud Prevention, Detection, and Investigation	15
Business Valuation, Forensics and Litigation Services	Personal Attributes	Integrity and Ethics	7
		Insight and Judgement	6
		Continuous Personal Improvement	8
		Commitment and Performance Stability	4
		Interpersonal Orientation	15
		Project Management Skills	14
		Innovative/Creative Thinking	9
		Presenting/Speaking	8
		Business Writing	4
		Professional Demeanor	2
Business Valuation, Forensics and Litigation Services	Leadership Qualities	Strategic Thinking and Planning	5
		Facilitating	6
		Leading Change	7
		Negotiating and Persuading	5
		Teamwork	11
		Coaching and Empowerment	5
		Problem Solving	2
		Decision Making	2
		Cross-Functional Perspective	5
Business Valuation, Forensics and Litigation Services	Broad Business Perspective	Knowledge of Business Valuation, Forensics and Litigation Services	13
		Risk Management	8
		Knowledge of Best Practices	5
		Managing and Developing People	5
		Marketing and Selling	13
		Internal and External Consulting	6
		Current and Emerging Practices	5

			and Issues
		Business Relationships and Alliances	8
		Billing and Cost Control Practices	4
Business Valuation, Forensics and Litigation Services	Functional Speciality	Engagement/Project Management - Business Valuation, Forensics and Litigation Services	12
		Professional and Regulatory Standards - Business Valuation	6
		Professional and Regulatory Standards - Forensics and Litigation Services	6
		Knowledge of Legal Procedures and Substantive Law - Business Valuation, Forensics and Litigation Services	2
		Engagement/Project Approaches - Business Valuation	10
		Engagement/Project Approaches - Forensics and Litigation Services	5
		Research and Knowledge of Computer Skills - Business Valuation, Forensics and Litigation Services	4
		Data Gathering - Business Valuation, Forensics and Litigation Services	6
		Interviewing Skills - Business Valuation, Forensics and Litigation Services	2
		Qualitative and Quantitative Analysis - Business Valuation	22
		Qualitative and Quantitative Analysis - Forensics and Litigation Services	13
		Communication of Findings - Business Valuation	3
		Opinions, Conclusions and Findings - Business Valuation, Forensics and Litigation Services	6
ElderCare/PrimePlus	Personal Attributes	Integrity and Ethics	7
		Insight and Judgement	1
		Continuous Personal Improvement	3
		Commitment and Performance Stability	1
		Interpersonal Orientation	11
		Project Management Skills	7
		Innovative/Creative Thinking	2

		Presenting/Speaking	11
		Business Writing	3
		Professional Demeanor	2
ElderCare/PrimePlus	Leadership Qualities	Strategic Thinking and Planning	6
		Facilitating	3
		Leading Change	3
		Negotiating and Persuading	4
		Teamwork	13
		Coaching and Empowerment	3
		Problem Solving	2
		Decision Making	1
		Cross-Functional Perspective	4
ElderCare/PrimePlus	Broad Business Perspective	Knowledge of the Firm and the Field of Study	7
		Consulting - Internal and External	7
		Business Relationships/Strategic Alliances/Partnerships	6
		Current and Emerging Issues and Practices	8
		Best Practices	3
		Risk Management	5
		Marketing	12
ElderCare/PrimePlus	Functional Speciality	PrimePlus/ElderCare - Developing Client (Older Adult) Trust	6
		PrimePlus/ElderCare - Client (Older Adult) Issues	8
		PrimePlus/ElderCare - General Practice Issues	5
		PrimePlus/ElderCare - Engagement Issues	4
		PrimePlus/ElderCare - Accounting Services	5
		PrimePlus/ElderCare - Nonfinancial Services	6
		PrimePlus/ElderCare - Financial Services	7
		PrimePlus/ElderCare - Tax Services	6
		PrimePlus/ElderCare - Risk Management Services	5
		PrimePlus/ElderCare - Legal Issues	5
		Use of Technology	2
Fraud Prevention, Detection,	Personal Attributes	Integrity and Ethics	7

and Investigation

		Insight and Judgement	1
		Continuous Personal Improvement	3
		Commitment and Performance Stability	3
		Interpersonal Orientation	7
		Project Management Skills	1
		Innovative/Creative Thinking	1
		Presenting/Speaking	7
		Business Writing	1
		Professional Demeanor	2
Fraud Prevention, Detection, and Investigation	Leadership Qualities	Strategic Thinking and Planning	8
		Facilitating	3
		Leading Change	2
		Negotiating and Persuading	3
		Teamwork	10
		Coaching and Empowerment	4
		Problem Solving	2
		Decision Making	2
		Cross-Functional Perspective	2
Fraud Prevention, Detection, and Investigation	Broad Business Perspective	Knowledge of the Business and Field of Study	8
		Internal and External Consulting	6
		Current and Emerging Management Practices	6
		Knowledge of Best Practices	6
		Relationship Management	4
		Business Advisory Skills	7
		Marketing	12
		Billing Practices	3
Fraud Prevention, Detection, and Investigation	Functional Speciality	Risk Assessment	9
		Knowledge of Computer and Technology Applications	7
		Knowledge of Legal Procedures and Substantive Law	6
		Data Gathering	11
		Research	14
		Data Analysis	12
		Interviewing	9
		Reporting	6

Government	Personal Attributes	Integrity and Ethics	7
		Insight and Judgement	1
		Continuous Personal Improvement	3
		Commitment and Performance Stability	1
		Interpersonal Orientation	6
		Project Management Skills	1
		Innovative/Creative Thinking	1
		Presenting/Speaking	6
		Business Writing	2
		Professional Demeanor	1
Government	Leadership Qualities	Strategic Thinking and Planning	4
		Leading Change	1
		Facilitating	3
		Negotiating and Persuading	3
		Teamwork	7
		Coaching and Empowerment	3
		Problem Solving	2
		Decision Making	1
		Cross-Functional Perspective	2
Government	Broad Business Perspective	The Organization and Industry Knowledge	7
		Internal and External Consulting	2
		Business Relationships/Partnerships	4
		Current and Emerging Management Practices	2
		Best Practices	5
		Risk Management	4
		Mergers, Acquisitions, and Strategic Alliances	5
		Management Accounting	12
		Organizational Systems and Processes	5
Government	Functional Speciality	Financial Analysis	7
		Treasury Management	4
		Debt Management	6
		Cost Management	2
		Human Resources	7
		Taxation	3
		Information Technology	7

		Control Environment	2
		Financial and Statutory Reporting and Accounting Principles	11
		Internal Audit	10
		Budgeting, Forecasting and Business Planning	7
Personal Financial Planning	Personal Attributes	Integrity and Ethics	9
		Insight and Judgement	1
		Continuous Personal Improvement	3
		Commitment and Performance Stability	1
		Interpersonal Orientation	6
		Project Management Skills	1
		Innovative/Creative Thinking	1
		Presenting/Speaking	8
		Business Writing	2
		Professional Demeanor	2
Personal Financial Planning	Leadership Qualities	Strategic Thinking and Planning	3
		Facilitating	3
		Leading Change	1
		Negotiating and Persuading	3
		Teamwork	7
		Coaching and Empowerment	3
		Problem Solving	1
		Decision Making	1
		Cross-Functional Perspective	2
Personal Financial Planning	Broad Business Perspective	Knowledge of the Firm and the Field of Study	10
		Consulting - Internal and External	10
		Business Relationships/Strategic Alliances/Partnerships	10
		Current and Emerging Issues and Practices	6
		Best Practices	5
		Risk Management	13
		Marketing	13
Personal Financial Planning	Functional Speciality	PFP Process/Client Issues	18
		PFP Process/Administrative Issues	8
		Developing Client Trust	4
		Wealth Transfer Planning	8
		Personal Income Tax Planning	21

		Investment Planning/Client Issues	17
		Investment Planning/Administration Issues	14
		Education and Other Special Goals Funding	4
		Risk Management - Client	7
		Retirement Planning	12
		Use of Technology	8
Taxation	Personal Attributes	Integrity and Ethics	7
		Insight and Judgement	8
		Professionalism	10
		Continuous Personal Improvement	5
		Interpersonal Orientation	8
		Project Management Skills	10
		Innovative/Creative Thinking	6
		Presenting/Speaking	7
		Business Writing	4
Taxation	Leadership Qualities	Strategic Thinking and Planning	9
		Facilitating	5
		Negotiating and Persuading	6
		Teamwork	7
		Coaching and Empowerment	5
		Problem Solving	4
		Decision Making	5
		Cross-Functional Perspective	8
Taxation	Broad Business Perspective	The Organization and Knowledge of Taxation Services	9
		Organizational Systems and Processes	6
		Managing and Developing People	6
		Computer and Technology Skills	13
		Marketing and Selling	15
		Relationship Management	11
		Current and Emerging Management Practices	4
		Knowledge of Best Practices	7
		Business Advisory Skills	9
		Billing Practices	5
Taxation	Functional Speciality	Individual Income Taxation - Part I	13
		Individual Income Taxation - Part II	14
		Individual Income Taxation - Part	13

Individual Income Taxation - Part IV	13
Partnership Taxation - Part I	11
Partnership Taxation - Part II	11
S Corporation Taxation - Part I	10
S Corporation Taxation - Part II	14
S Corporation Taxation - Part III	13
C Corporation Taxation - Part I	14
C Corporation Taxation - Part II	13
C Corporation Taxation - Part III	14
C Corporation Taxation - Part IV	13