

Physical Demands for the Industry

The following information is available on the O*NET Connector (2024) using the following SOC codes:

Cosmetology – SOC Code: 39-5012.00
Esthetics – SOC Code: 39-5094.00 Aka: Skincare Specialist
Instructor Training – SOC Code: 25-1194.00 Aka: Career/Technical Education Teachers, Postsecondary
Massage Therapy – SOC Code: 31-9011.00

Go to <http://www.onetcodeconnector.org/> for more information!

COSMETOLOGY

Context	Work Context
100	Spend Time Using Your Hands to Handle, Control, or Feel Objects, Tools, or Controls — How much does this job require using your hands to handle, control, or feel objects, tools or controls?
	<ul style="list-style-type: none"> • 100% responded: Continually or almost continually • 0% responded: More than half the time • 0% responded: About half the time • 0% responded: Less than half the time • 0% responded: Never
99	Telephone — How often do you have telephone conversations in this job?
	<ul style="list-style-type: none"> • 99% responded: Every day • 0% responded: Once a week or more but not every day • 0% responded: Once a month or more but not every week • 0% responded: Once a year or more but not every month • 0% responded: Never
96	Contact With Others — How much does this job require the worker to be in contact with others (face-to-face, by telephone, or otherwise) in order to perform it?
	<ul style="list-style-type: none"> • 91% responded: Constant contact with others • 0% responded: Contact with others most of the time • 9% responded: Contact with others about half the time • 0% responded: Occasional contact with others • 0% responded: No contact with others
96	Face-to-Face Discussions — How often do you have to have face-to-face discussions with individuals or teams in this job?
	<ul style="list-style-type: none"> • 94% responded: Every day • 0% responded: Once a week or more but not every day • 0% responded: Once a month or more but not every week • 6% responded: Once a year or more but not every month • 0% responded: Never
94	Freedom to Make Decisions — How much decision-making freedom, without supervision, does the job offer?
	<ul style="list-style-type: none"> • 83% responded: A lot of freedom • 11% responded: Some freedom • 7% responded: Limited freedom • 0% responded: Very little freedom

	<ul style="list-style-type: none"> • 0% responded: No freedom
93	Spend Time Making Repetitive Motions — How much does this job require making repetitive motions?
	<ul style="list-style-type: none"> • 89% responded: Continually or almost continually • 2% responded: More than half the time • 0% responded: About half the time • 9% responded: Less than half the time • 0% responded: Never
93	Structured versus Unstructured Work — To what extent is this job structured for the worker, rather than allowing the worker to determine tasks, priorities, and goals?
	<ul style="list-style-type: none"> • 81% responded: A lot of freedom • 8% responded: Some freedom • 11% responded: Limited freedom • 0% responded: Very little freedom • 0% responded: No freedom
92	Physical Proximity — To what extent does this job require the worker to perform job tasks in close physical proximity to other people?
	<ul style="list-style-type: none"> • 78% responded: Very close (near touching) • 13% responded: Moderately close (at arm's length) • 9% responded: Slightly close (e.g., shared office) • 0% responded: I work with others but not closely (e.g., private office) • 0% responded: I don't work near other people (beyond 100 ft.)
90	Spend Time Standing — How much does this job require standing?
	<ul style="list-style-type: none"> • 78% responded: Continually or almost continually • 13% responded: More than half the time • 0% responded: About half the time • 8% responded: Less than half the time • 0% responded: Never
87	Deal With External Customers — How important is it to work with external customers or the public in this job?
	<ul style="list-style-type: none"> • 66% responded: Extremely important • 16% responded: Very important • 18% responded: Important • 0% responded: Fairly important • 0% responded: Not important at all
Importance	Skill
72	Active Listening — Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
69	Speaking — Talking to others to convey information effectively.
66	Service Orientation — Actively looking for ways to help people.
60	Critical Thinking — Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions, or approaches to problems.
56	Active Learning — Understanding the implications of new information for both current and future problem-solving and decision-making.
56	Judgment and Decision Making — Considering the relative costs and benefits of potential actions to choose the most appropriate one.

53	Social Perceptiveness — Being aware of others' reactions and understanding why they react as they do.
50	Complex Problem Solving — Identifying complex problems and reviewing related information to develop and evaluate options and implement solutions.
50	Monitoring — Monitoring/Assessing performance of yourself, other individuals, or organizations to make improvements or take corrective action.
50	Reading Comprehension — Understanding written sentences and paragraphs in work-related documents.
Importance	Knowledge
86	Customer and Personal Service — Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
67	Sales and Marketing — Knowledge of principles and methods for showing, promoting, and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.
50	Administration and Management — Knowledge of business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, production methods, and coordination of people and resources.
Importance	Ability
75	Near Vision — The ability to see details at close range (within a few feet of the observer).
72	Arm-Hand Steadiness — The ability to keep your hand and arm steady while moving your arm or while holding your arm and hand in one position.
72	Finger Dexterity — The ability to make precisely coordinated movements of the fingers of one or both hands to grasp, manipulate, or assemble very small objects.
72	Manual Dexterity — The ability to quickly move your hand, your hand together with your arm, or your two hands to grasp, manipulate, or assemble objects.
69	Oral Comprehension — The ability to listen to and understand information and ideas presented through spoken words and sentences.
69	Oral Expression — The ability to communicate information and ideas in speaking so others will understand.
69	Originality — The ability to come up with unusual or clever ideas about a given topic or situation, or to develop creative ways to solve a problem.
66	Speech Recognition — The ability to identify and understand the speech of another person.
63	Visualization — The ability to imagine how something will look after it is moved around or when its parts are moved or rearranged.
56	Fluency of Ideas — The ability to come up with a number of ideas about a topic (the number of ideas is important, not their quality, correctness, or creativity).
Importance	Work Style
87	Attention to Detail — Job requires being careful about detail and thorough in completing work tasks.
86	Self-Control — Job requires maintaining composure, keeping emotions in check, controlling anger, and avoiding aggressive behavior, even in very difficult situations.
85	Cooperation — Job requires being pleasant with others on the job and displaying a good-natured, cooperative attitude.
85	Dependability — Job requires being reliable, responsible, and dependable, and fulfilling obligations.
81	Adaptability/Flexibility — Job requires being open to change (positive or negative) and to considerable variety in the workplace.
80	Independence — Job requires developing one's own ways of doing things, guiding oneself with little or no supervision, and depending on oneself to get things done.
79	Integrity — Job requires being honest and ethical.
77	Achievement/Effort — Job requires establishing and maintaining personally challenging achievement goals and exerting effort toward mastering tasks.

77	Concern for Others — Job requires being sensitive to others' needs and feelings and being understanding and helpful on the job.
73	Innovation — Job requires creativity and alternative thinking to develop new ideas for and answers to work-related problems.

ESTHETICS (SKINCARE SPECIALIST)

Context	Work Context
99	Physical Proximity — To what extent does this job require the worker to perform job tasks in close physical proximity to other people?
	<ul style="list-style-type: none"> • 97% responded: Very close (near touching) • 0% responded: Moderately close (at arm's length) • 3% responded: Slightly close (e.g., shared office) • 0% responded: I work with others but not closely (e.g., private office) • 0% responded: I don't work near other people (beyond 100 ft.)
92	Face-to-Face Discussions — How often do you have to have face-to-face discussions with individuals or teams in this job?
	<ul style="list-style-type: none"> • 72% responded: Every day • 24% responded: Once a week or more but not every day • 4% responded: Once a month or more but not every week • 0% responded: Once a year or more but not every month • 0% responded: Never
91	Freedom to Make Decisions — How much decision making freedom, without supervision, does the job offer?
	<ul style="list-style-type: none"> • Not available: A lot of freedom • Not available: Some freedom • 1% responded: Limited freedom • 0% responded: Very little freedom • 0% responded: No freedom
90	Indoors, Environmentally Controlled — How often does this job require working indoors in environmentally controlled conditions?
	<ul style="list-style-type: none"> • 89% responded: Every day • 1% responded: Once a week or more but not every day • 0% responded: Once a month or more but not every week • 0% responded: Once a year or more but not every month • 10% responded: Never
85	Work With Work Group or Team — How important is it to work with others in a group or team in this job?
	<ul style="list-style-type: none"> • 42% responded: Extremely important • 55% responded: Very important • 3% responded: Important • 0% responded: Fairly important • 0% responded: Not important at all
82	Spend Time Making Repetitive Motions — How much does this job require making repetitive motions?
	<ul style="list-style-type: none"> • 39% responded: Continually or almost continually • 56% responded: More than half the time

	<ul style="list-style-type: none"> • 0% responded: About half the time • 2% responded: Less than half the time • 3% responded: Never
81	Contact With Others — How much does this job require the worker to be in contact with others (face-to-face, by telephone, or otherwise) in order to perform it?
	<ul style="list-style-type: none"> • 74% responded: Constant contact with others • 0% responded: Contact with others most of the time • 0% responded: Contact with others about half the time • 25% responded: Occasional contact with others • 0% responded: No contact with others
74	Level of Competition — To what extent does this job require the worker to compete or to be aware of competitive pressures?
	<ul style="list-style-type: none"> • 35% responded: Extremely competitive • 28% responded: Highly competitive • Not available: Moderately competitive • 1% responded: Slightly competitive • 0% responded: Not at all competitive
72	Importance of Being Exact or Accurate — How important is being very exact or highly accurate in performing this job?
	<ul style="list-style-type: none"> • 41% responded: Extremely important • Not available: Very important • 3% responded: Important • 24% responded: Fairly important • 1% responded: Not important at all
71	Spend Time Using Your Hands to Handle, Control, or Feel Objects, Tools, or Controls — How much does this job require using your hands to handle, control, or feel objects, tools or controls?
	<ul style="list-style-type: none"> • 43% responded: Continually or almost continually • Not available: More than half the time • 3% responded: About half the time • 25% responded: Less than half the time • 3% responded: Never
Importance	Skill
66	Speaking — Talking to others to convey information effectively.
63	Active Listening — Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
63	Service Orientation — Actively looking for ways to help people.
53	Active Learning — Understanding the implications of new information for both current and future problem-solving and decision-making.
53	Reading Comprehension — Understanding written sentences and paragraphs in work-related documents.
50	Coordination — Adjusting actions in relation to others' actions.
50	Critical Thinking — Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions, or approaches to problems.
50	Monitoring — Monitoring/Assessing performance of yourself, other individuals, or organizations to make improvements or take corrective action.
50	Social Perceptiveness — Being aware of others' reactions and understanding why they react as they do.

Importance	Knowledge
88	Customer and Personal Service — Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
70	English Language — Knowledge of the structure and content of the English language including the meaning and spelling of words, rules of composition, and grammar.
50	Sales and Marketing — Knowledge of principles and methods for showing, promoting, and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.
Importance	Ability
72	Oral Comprehension — The ability to listen to and understand information and ideas presented through spoken words and sentences.
72	Oral Expression — The ability to communicate information and ideas in speaking so others will understand.
66	Near Vision — The ability to see details at close range (within a few feet of the observer).
63	Speech Clarity — The ability to speak clearly so others can understand you.
63	Speech Recognition — The ability to identify and understand the speech of another person.
56	Arm-Hand Steadiness — The ability to keep your hand and arm steady while moving your arm or while holding your arm and hand in one position.
56	Written Comprehension — The ability to read and understand information and ideas presented in writing.
53	Deductive Reasoning — The ability to apply general rules to specific problems to produce answers that make sense.
53	Finger Dexterity — The ability to make precisely coordinated movements of the fingers of one or both hands to grasp, manipulate, or assemble very small objects.
53	Problem Sensitivity — The ability to tell when something is wrong or is likely to go wrong. It does not involve solving the problem, only recognizing that there is a problem.
Importance	Work Style
99	Attention to Detail — Job requires being careful about detail and thorough in completing work tasks.
99	Dependability — Job requires being reliable, responsible, and dependable, and fulfilling obligations.
98	Concern for Others — Job requires being sensitive to others' needs and feelings and being understanding and helpful on the job.
96	Self-Control — Job requires maintaining composure, keeping emotions in check, controlling anger, and avoiding aggressive behavior, even in very difficult situations.
93	Integrity — Job requires being honest and ethical.
92	Cooperation — Job requires being pleasant with others on the job and displaying a good-natured, cooperative attitude.
91	Social Orientation — Job requires preferring to work with others rather than alone, and being personally connected with others on the job.
89	Adaptability/Flexibility — Job requires being open to change (positive or negative) and to considerable variety in the workplace.
85	Independence — Job requires developing one's own ways of doing things, guiding oneself with little or no supervision, and depending on oneself to get things done.
84	Stress Tolerance — Job requires accepting criticism and dealing calmly and effectively with high-stress situations.

INSTRUCTOR TRAINING

Context	Work Context
91	Contact With Others — How much does this job require the worker to be in contact with others (face-to-face, by telephone, or otherwise) in order to perform it?
	<ul style="list-style-type: none"> • 68% responded: Constant contact with others • 30% responded: Contact with others most of the time • 1% responded: Contact with others about half the time • 1% responded: Occasional contact with others • 0% responded: No contact with others
88	Public Speaking — How often do you have to perform public speaking in this job?
	<ul style="list-style-type: none"> • 66% responded: Every day • 27% responded: Once a week or more but not every day • 1% responded: Once a month or more but not every week • 6% responded: Once a year or more but not every month • 1% responded: Never
87	Electronic Mail — How often do you use electronic mail in this job?
	<ul style="list-style-type: none"> • 67% responded: Every day • 20% responded: Once a week or more but not every day • 8% responded: Once a month or more but not every week • 4% responded: Once a year or more but not every month • 1% responded: Never
85	Face-to-Face Discussions — How often do you have to have face-to-face discussions with individuals or teams in this job?
	<ul style="list-style-type: none"> • 54% responded: Every day • 33% responded: Once a week or more but not every day • 9% responded: Once a month or more but not every week • 4% responded: Once a year or more but not every month • 0% responded: Never
85	Freedom to Make Decisions — How much decision-making freedom, without supervision, does the job offer?
	<ul style="list-style-type: none"> • 57% responded: A lot of freedom • 28% responded: Some freedom • 11% responded: Limited freedom • 4% responded: Very little freedom • 0% responded: No freedom
85	Indoors, Environmentally Controlled — How often does this job require working indoors in environmentally controlled conditions?
	<ul style="list-style-type: none"> • 75% responded: Every day • 10% responded: Once a week or more but not every day • 3% responded: Once a month or more but not every week • 0% responded: Once a year or more but not every month • 11% responded: Never

83	Structured versus Unstructured Work — To what extent is this job structured for the worker, rather than allowing the worker to determine tasks, priorities, and goals?
	<ul style="list-style-type: none"> • 55% responded: A lot of freedom • 29% responded: Some freedom • 6% responded: Limited freedom • 9% responded: Very little freedom • 0% responded: No freedom
77	Coordinate or Lead Others — How important is it to coordinate or lead others in accomplishing work activities in this job?
	<ul style="list-style-type: none"> • 40% responded: Extremely important • 39% responded: Very important • 13% responded: Important • 3% responded: Fairly important • 5% responded: Not important at all
77	Importance of Being Exact or Accurate — How important is being very exact or highly accurate in performing this job?
	<ul style="list-style-type: none"> • 44% responded: Extremely important • 30% responded: Very important • 15% responded: Important • 11% responded: Fairly important • 0% responded: Not important at all
76	Physical Proximity — To what extent does this job require the worker to perform job tasks in close physical proximity to other people?
	<ul style="list-style-type: none"> • 25% responded: Very close (near touching) • 54% responded: Moderately close (at arm's length) • 20% responded: Slightly close (e.g., shared office) • 1% responded: I work with others but not closely (e.g., private office) • 0% responded: I don't work near other people (beyond 100 ft.)
Importance	Skill
75	Active Listening — Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
75	Instructing — Teaching others how to do something.
75	Learning Strategies — Selecting and using training/instructional methods and procedures appropriate for the situation when learning or teaching new things.
72	Active Learning — Understanding the implications of new information for both current and future problem-solving and decision-making.
72	Reading Comprehension — Understanding written sentences and paragraphs in work-related documents.
72	Speaking — Talking to others to convey information effectively.
69	Critical Thinking — Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions, or approaches to problems.
66	Monitoring — Monitoring/Assessing performance of yourself, other individuals, or organizations to make improvements or take corrective action.
66	Writing — Communicating effectively in writing as appropriate for the needs of the audience.
56	Complex Problem Solving — Identifying complex problems and reviewing related information to develop and evaluate options and implement solutions.
Importance	Knowledge

87	Education and Training — Knowledge of principles and methods for curriculum and training design, teaching and instruction for individuals and groups, and the measurement of training effects.
71	English Language — Knowledge of the structure and content of the English language including the meaning and spelling of words, rules of composition, and grammar.
69	Mechanical — Knowledge of machines and tools, including their designs, uses, repair, and maintenance.
68	Customer and Personal Service — Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
68	Mathematics — Knowledge of arithmetic, algebra, geometry, calculus, statistics, and their applications.
64	Administrative — Knowledge of administrative and office procedures and systems such as word processing, managing files and records, stenography and transcription, designing forms, and workplace terminology.
64	Engineering and Technology — Knowledge of the practical application of engineering science and technology. This includes applying principles, techniques, procedures, and equipment to the design and production of various goods and services.
60	Computers and Electronics — Knowledge of circuit boards, processors, chips, electronic equipment, and computer hardware and software, including applications and programming.
59	Administration and Management — Knowledge of business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, production methods, and coordination of people and resources.
56	Public Safety and Security — Knowledge of relevant equipment, policies, procedures, and strategies to promote effective local, state, or national security operations for the protection of people, data, property, and institutions.
Importance	Ability
75	Oral Comprehension — The ability to listen to and understand information and ideas presented through spoken words and sentences.
75	Oral Expression — The ability to communicate information and ideas in speaking so others will understand.
72	Written Comprehension — The ability to read and understand information and ideas presented in writing.
72	Written Expression — The ability to communicate information and ideas in writing so others will understand.
69	Problem Sensitivity — The ability to tell when something is wrong or is likely to go wrong. It does not involve solving the problem, only recognizing that there is a problem.
69	Speech Clarity — The ability to speak clearly so others can understand you.
66	Deductive Reasoning — The ability to apply general rules to specific problems to produce answers that make sense.
66	Speech Recognition — The ability to identify and understand the speech of another person.
56	Inductive Reasoning — The ability to combine pieces of information to form general rules or conclusions (includes finding a relationship among seemingly unrelated events).
56	Information Ordering — The ability to arrange things or actions in a certain order or pattern according to a specific rule or set of rules (e.g., patterns of numbers, letters, words, pictures, mathematical operations).
Importance	Work Style
93	Integrity — Job requires being honest and ethical.
92	Attention to Detail — Job requires being careful about detail and thorough in completing work tasks.
91	Dependability — Job requires being reliable, responsible, and dependable, and fulfilling obligations.
90	Self-Control — Job requires maintaining composure, keeping emotions in check, controlling anger, and avoiding aggressive behavior, even in very difficult situations.

85	Cooperation — Job requires being pleasant with others on the job and displaying a good-natured, cooperative attitude.
85	Leadership — Job requires a willingness to lead, take charge, and offer opinions and direction.
84	Independence — Job requires developing one's own ways of doing things, guiding oneself with little or no supervision, and depending on oneself to get things done.
83	Analytical Thinking — Job requires analyzing information and using logic to address work-related issues and problems.
83	Concern for Others — Job requires being sensitive to others' needs and feelings and being understanding and helpful on the job.
80	Adaptability/Flexibility — Job requires being open to change (positive or negative) and to considerable variety in the workplace.

MESSAGE THERAPY

Context	Work Context
85	Face-to-Face Discussions — How often do you have to have face-to-face discussions with individuals or teams in this job?
	<ul style="list-style-type: none"> 85% responded: Every day
85	Indoors, Environmentally Controlled — How often does this job require working indoors in environmentally controlled conditions?
	<ul style="list-style-type: none"> 85% responded: Every day
69	Contact With Others — How much does this job require the worker to be in contact with others (face-to-face, by telephone, or otherwise) in order to perform it?
	<ul style="list-style-type: none"> 69% responded: Constant contact with others 27% responded: Contact with others most of the time
65	Structured versus Unstructured Work — To what extent is this job structured for the worker, rather than allowing the worker to determine tasks, priorities, and goals?
	<ul style="list-style-type: none"> 65% responded: A lot of freedom 31% responded: Some freedom
62	Freedom to Make Decisions — How much decision-making freedom, without supervision, does the job offer?
	<ul style="list-style-type: none"> 62% responded: A lot of freedom 31% responded: Some freedom
54	Spend Time Making Repetitive Motions — How much does this job require making repetitive motions?
	<ul style="list-style-type: none"> 54% responded: Continually or almost continually 31% responded: More than half the time 12% responded: About half the time
68	Frequency of Decision Making — How frequently is the worker required to make decisions that affect other people, the financial resources, and/or the image and reputation of the organization?
	<ul style="list-style-type: none"> 68% responded: Every day 12% responded: Once a week or more but not every day

77	Physical Proximity — To what extent does this job require the worker to perform job tasks in close physical proximity to other people?
	<ul style="list-style-type: none"> • 77% responded: Very close (near touching) • 15% responded: I work with others but not closely (e.g., private office)
46	Spend Time Standing — How much does this job require standing?
	<ul style="list-style-type: none"> • 46% responded: Continually or almost continually • 38% responded: More than half the time • 12% responded: About half the time
50	Telephone — How often do you have telephone conversations in this job?
	<ul style="list-style-type: none"> • 50% responded: Every day • 35% responded: Once a week or more but not every day
Importance	Skill
66	Speaking — Talking to others to convey information effectively.
56	Social Perceptiveness — Being aware of others' reactions and understanding why they react as they do.
56	Service Orientation — Actively looking for ways to help people.
50	Reading Comprehension — Understanding written sentences and paragraphs in work-related documents.
50	Monitoring — Monitoring/Assessing performance of yourself, other individuals, or organizations to make improvements or take corrective action.
53	Judgment and Decision Making — Considering the relative costs and benefits of potential actions to choose the most appropriate one.
50	Critical Thinking — Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions, or approaches to problems.
50	Complex Problem Solving — Identifying complex problems and reviewing related information to develop and evaluate options and implement solutions.
66	Active Listening — Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
50	Active Learning — Understanding the implications of new information for both current and future problem-solving and decision-making.
Importance	Knowledge
90	Customer and Personal Service — Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
58	Biology — Knowledge of plant and animal organisms, their tissues, cells, functions, interdependencies, and interactions with each other and the environment.
58	English Language — Knowledge of the structure and content of the English language including the meaning and spelling of words, rules of composition, and grammar.
57	Psychology — Knowledge of human behavior and performance; individual differences in ability, personality, and interests; learning and motivation; psychological research methods; and the assessment and treatment of behavioral and affective disorders.
52	Medicine and Dentistry — Knowledge of the information and techniques needed to diagnose and treat human injuries, diseases, and deformities. This includes symptoms, treatment alternatives, drug properties and interactions, and preventive health-care measures.
50	Public Safety and Security — Knowledge of relevant equipment, policies, procedures, and strategies to promote effective local, state, or national security operations for the protection of people, data, property, and institutions.

50	Sales and Marketing — Knowledge of principles and methods for showing, promoting, and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.
43	Administration and Management — Knowledge of business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, production methods, and coordination of people and resources.
42	Administrative — Knowledge of administrative and office procedures and systems such as word processing, managing files and records, stenography and transcription, designing forms, and workplace terminology.
42	Education and Training — Knowledge of principles and methods for curriculum and training design, teaching and instruction for individuals and groups, and the measurement of training effects.
Importance	Ability
69	Dynamic Strength — The ability to exert muscle force repeatedly or continuously over time. This involves muscular endurance and resistance to muscle fatigue.
69	Trunk Strength — The ability to use your abdominal and lower back muscles to support part of the body repeatedly or continuously over time without "giving out" or fatiguing.
66	Oral Comprehension — The ability to listen to and understand information and ideas presented through spoken words and sentences.
66	Oral Expression — The ability to communicate information and ideas in speaking so others will understand.
63	Manual Dexterity — The ability to quickly move your hand, your hand together with your arm, or your two hands to grasp, manipulate, or assemble objects.
60	Multilimb Coordination — The ability to coordinate two or more limbs (for example, two arms, two legs, or one leg and one arm) while sitting, standing, or lying down. It does not involve performing the activities while the whole body is in motion.
60	Problem Sensitivity — The ability to tell when something is wrong or is likely to go wrong. It does not involve solving the problem, only recognizing that there is a problem.
56	Extent Flexibility — The ability to bend, stretch, twist, or reach with your body, arms, and/or legs.
53	Arm-Hand Steadiness — The ability to keep your hand and arm steady while moving your arm or while holding your arm and hand in one position.
53	Deductive Reasoning — The ability to apply general rules to specific problems to produce answers that make sense.
Importance	Work Style
97	Concern for Others — Job requires being sensitive to others' needs and feelings and being understanding and helpful on the job.
95	Dependability — Job requires being reliable, responsible, and dependable, and fulfilling obligations.
94	Integrity — Job requires being honest and ethical.
90	Self-Control — Job requires maintaining composure, keeping emotions in check, controlling anger, and avoiding aggressive behavior, even in very difficult situations.
83	Cooperation — Job requires being pleasant with others on the job and displaying a good-natured, cooperative attitude.
82	Independence — Job requires developing one's own ways of doing things, guiding oneself with little or no supervision, and depending on oneself to get things done.
81	Attention to Detail — Job requires being careful about detail and thorough in completing work tasks.
75	Adaptability/Flexibility — Job requires being open to change (positive or negative) and to considerable variety in the workplace.
74	Initiative — Job requires a willingness to take on responsibilities and challenges.
70	Achievement/Effort — Job requires establishing and maintaining personally challenging achievement goals and exerting effort toward mastering tasks.