

**COMPETENCY  
JOB SEARCH ROLE~PLAY  
ANSWER KEY**

NAME	HouseFirst Security Systems	Cooke's Auto Parts Kingdom	Cooking Good Restaurants
Wanda	Maybe, she is looking for more and there is no risk since she does not make any money unless she sells products.	No, nothing in her work background indicates she would be right for this job.	No, not a stable enough work background to justify a significant investment in training.
Jackie	Not really, she is more of a worker for pay and someone to help out in a work environment than a person that could be driven by sales. She also may be a little too timid for sales.	Yes, bring her in for an interview. May be perfect for a small, family-run business.	Maybe, she could do well or could get swallowed up by the job.
Frank	Yes, he may do very well in sales.	Maybe, he appears to have some skills that would work. However, his sense of humor would have to be measured during his interview.	Maybe, he appears to have some skills that would work. However, his sense of humor would have to be measured during his interview.
Marqus	Maybe, he is very goal oriented. If this job fits into his career goals and he wants the job, he may very well succeed and make everyone happy. But it depends upon his career objectives.	No, it appears he would want to work for a larger company. He may not be happy in a smaller, family-run business environment.	Yes, this could be the perfect career opportunity for him.