



FOR IMMEDIATE RELEASE

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PathPoint Consulting Announces New Proprietary Competency Database – Signposts™

NORFOLK, Massachusetts – (February 1, 2004) – PathPoint Consulting, an organizational development and human resources consulting firm, announced today that it has developed Signposts™, a new proprietary leadership competency database.

Signposts™ consists of over 50 high-impact leadership competencies common across high-performance companies. In addition to leadership competencies, Signposts™ includes a number of technical competencies for assorted business disciplines, including sales and marketing, finance, human resources, IT, to name a few. Each individual competency includes a set of behavior descriptions.

Signposts™ content can be used in a number of ways, including documenting a company's leadership success profile, creating selection standards, delineating desired on-boarding behaviors, and establishing criteria for performance evaluation, talent assessment, executive coaching, and individual development planning.

Signposts™ content has been used by a number of PathPoint's clients, including Dell Computer Corporation, Pepsi Americas, and Bankers Life.

"We are pleased to announce the creation and completion of our new competency database," says Van Latham, Ph.D., Practice Leader at PathPoint. "Signposts™ is a useful tool for pinpointing critical, required leadership behaviors and is a valuable intellectual property for companies who wish to develop a first-generation leadership profile or revise their existing leadership success profile."

About PathPoint Consulting Incorporated

PathPoint Consulting is a human resources firm specializing in the custom design of leadership and organizational development products, interventions, and solutions. PathPoint works with clients to deliver high-affinity people solutions that positively impact business performance. Our strength is in linking business and human resources strategy and in the delivery of quality human resources programs. For additional information, including representative work, client portfolio, customer feedback, and biographical sketches, visit www.pathpointconsulting.com.

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