

Profiling

Module 4: Profiling

Agenda

- Evaluation Reporting System
 - Responsibilities of the Rating Chain
 - Role of the Rating Chain & Keys to Success
 - Developing a Rating Philosophy
- Rater Overall Performance
 - Rater Comments
 - Rater Tendency
 - Rater Tendency Label
 - Rater Tendency Report
- Senior Rater Overall Potential
 - Senior Rater Narrative
 - Senior Rater Consistency
 - Immature Profile / Small Population
 - Senior Rater Profile Calculation
 - Senior Rater Profile Box Check Warning
 - Senior Rater Profile Labeling Rules
 - Managed Profile Technique



Agenda (cont.)

- Evaluation Entry System (EES) Tools
 - Rater Tendency / Senior Rater Profile Link
 - Rater Tendency / Senior Rater Profile
 - ERS Link to Senior Rater Profile (DASH 2)
 - Senior Rater Profile Dashboard
 - Senior Rater (DASH 2)
 - Senior Rater Profile Management Tool
 - How to Assign / Manage Delegates

Evaluation Reportin System

- Primary function of the evaluation report is to provide key information to HQDA for use in making critical personnel management decisions.
- The NCOER is an assessment tool.
 - Stand-alone evaluation for a specific rating period
 - Rater comments focused on specific, quantifiable performance
 - Senior rater narrative focused on potential
 - Senior rater profile for senior raters of SSG-CSM/SGM; limited to 24% for the "MOST QUALIFIED" selection
- Promotion selection system is based on current and future force structure requirements.
 - Cannot predict selection board results DA Centralized Selection Boards use the "Whole File Concept"
 - Use the top box to identify your best NCOs
- Commander is the overall caretaker of all personnel systems.
- Counseling is key.

Responsibilities of the Rating Chain

Rating Chains:

- Are established <u>by commanders</u> and maintained by rating officials
- Tie rated NCO's performance to a specific senior / subordinate relationship
- Correspond as nearly as practicable to chain of command and supervision
- Are established by name, given effective dates, published, and distributed to all concerned
- List the rated NCO and all rating officials

Rating Roles:

- RATER
 - Day-to-day performance & counseling
 - Met standards? Yes / No.
 - Narrow, more specific
- SENIOR RATER
 - Potential & mentorship
 - Capstone evaluation, spread of quality
 - Adherence to policy & intent
 - Broader, more general
- SUPPLEMENTARY REVIEWER
 - Required in certain situations
 - Performed by uniformed Armydesignated rating official

Critical Point: Separating rater and senior rater & keeping supervisors at lowest levels have been keys to success



Role of the Rating Chain & Keys to Success

Senior rater is the "owner" of the evaluation and is responsible for timely completion

Mentor/Develop your subordinates

 Support Form – tool available to aid in defining/guiding goals and objectives throughout rating period, provides feedback to rated individual – not a lot of space but should be catalyst of conversation

Understand how our Evaluation System works

- Fairly and accurately assess subordinates participate in counseling
- Senior rater narrative is key: exclusive vs. strong narrative to describe subordinate
- Quantify potential...identify your best
- Be careful... What you don't say is just as damaging as what you do say
- Verify/Certify your subordinates on how to assess ask them to bring their counselings and assessments with them to their counseling
- Understand how to manage your rater & senior rater profile develop your rating philosophy
- Anticipate and project "next" evaluation
 - Current thru date on file plus 12 months or known changes of rater
 - Complete the record dates for those being considered by a board
- Monitor when reports are required, that they're submitted on time, and unit rating schemes are current and accurate (Leader responsibility)
 - Use Evaluation Entry System (EES) to prepare and submit, track with reporting tools within
 - Be aware of sequencing

Developing a Rating Philosophy

- Mission know your population and identify your best
- Counseling ensure counseling is accomplished; those who can, will improve
- Decide how to assess, particularly "FAR EXCEEDED STANDARD" based on performance and "MOST QUALIFIED" based on potential
- Write well quantify and qualify in narrative; correspond comments with box check as the system allows; use the narrative to paint the picture
- Plan think series of reports (number of times you will rate an NCO), projected departures, and future boards



Performance Measures

FAR EXCEEDED STANDARD

Rated NCO performs

extraordinarily above the

required Army standards

leader competencies and

performance epitomizes

NCO and his/her Soldiers

initiative in applying leader

results have an immediate

unit, and the Army;

the same grade.

and organizational goals of attributes; leadership enables Soldiers and unit to far surpass required organizational and Army standards; demonstrated excellence in all aspects; this consistently take disciplined competencies and attributes; impact and enduring effect on the mission, their Soldiers, the demonstrated by the best of the upper third of NCOs of

EXCEEDED STANDARD

Rated NCO performs above the required Army standards and organizational goals of leader competencies and attributes: this NCO and his/her Soldiers often take disciplined initiative in applying leader competencies and attributes: results have an immediate impact on the mission, their Soldiers, the unit, and the Army; this level of performance is not common. typically demonstrated by the upper third of NCOs of the same grade.

MET **STANDARD**

Rated NCO successfully achieves and maintains the required Army standards and organizational goals of leader competencies and attributes; effectively meets and enforces the standard for the unit and those in his/her charge; succeeds by taking appropriate initiative in applying the leader competencies and attributes; results have a positive impact on the mission, their Soldiers. the unit, and the Army; this level of performance is considered normal and typically demonstrated by a majority of NCOs of the same grade.

DID NOT MEET **STANDARD**

Rated NCO fails to meet or maintain the required Army standards and organizational goals of leader competencies and attributes: does not enforce or meet the standard for the unit or those in his/her charge; exhibits/displays minimal or no effort; actions often have a negative effect on the mission, their Soldiers, the unit, and the Army.



Rater Overall Performance

RATER OVERALL PERFORMANCE									
. Select one box representing Rated NCO's overall performance compared to others in the same grade whom you have rated in your career. I currently rate									
Army NCOs in this grade.									
FAR EXCEEDED	EXCEEDED	MET	DID NOT MEET						
STANDARD	STANDARD	STANDARD	STANDARD						
j. COMMENTS:									
				- 1					

- "FAR EXCEEDED STANDARD" / "EXCEEDED STANDARD" identify the upper third of NCOs for each rank with further stratification of the upper third by use of the "FAR EXCEEDED STANDARD" box check
- "MET STANDARD" identify NCOs who successfully achieved and maintained required Army and organizational standards
- "DID NOT MEET STANDARD" identify NCOs who did not meet required Army and organizational standards

Rater Comments

Focus on specific, quantifiable performance –

- Identify what a NCO did and how well they performed
- Quantify and qualify performance
- The rater is the first individual to assess and write comments.
- Comments should explain what the rated NCO did and how well he/she performed.
- A laundry list of superlatives is not helpful to selection boards more is not necessarily better.
- Selection board members use the rater's comments in their file deliberations when they are looking for in-depth information on the rated NCO's performance.
- In the event the senior rater does not meet the minimum time requirements, then the rater's comments are the sole basis for assessing the rated NCO.
- Rater Overall Performance section
 - Must include comment(s) concerning rated NCO's overall performance



Rater Tendency (applies to SSG-CSM/SGM)

- Tracks the rating history for each rater of NCOs (SSG-CSM/SGM) for all components (Regular Army, Reserve, Guard)
- Emphasizes the following:
 - Importance of the rater's role and responsibility to provide credible information to HQDA
 - Importance of a rater's sequencing of NCOER submissions to avoid inflation
- Provides information to HQDA Selection Boards and Army Leadership on the rater's rating tendency
- Continues without interruption as the rater moves from unit to unit, position to position, regardless of promotion
- Rater Tendency restart



Rater Tendency Label (applies to SSG-CSM/SGM)

	RATER OVERALL PERFORMANCE									
i. Select one box representing Rated NCO's overall performance compared to others in the same grade whom you have rated in your career. I currently rate										
6 Army NCOs in this grade.										
	EXCEEDED ANDARD	EXCEEDED STANDARD	MET STANDARD	DID NOT MEET STANDARD						
			\boxtimes							
j. COMMENTS:	2	3	6	1 Total Ratings: 12						
o #3 of 6 SF(Cs that I currently rate									
o executed e	o executed every assignment and tasking with minimal guidance from the command									
o strong per	formance from an outst	anding NCO								

Note: This is the rater's "capstone" assessment of performance and opportunity to "stratify / quantify."

- Key information includes the following:
 - Rater tendency (i.e., rating history) the value below each box equals the overall history of those ratings in this grade
 - Rater tendency label will be imprinted on the NCOER and viewable within the Evaluation Entry System (EES) by the rater's rater and senior rater



Rater Tendency Report (applies to SSG-CSM/SGM)

Rater Tendency

4 items found, displaying

Role ↓	Rank Rated ▼	FAR EXCEEDED STANDARD	EXCEEDED A V	<u>MET</u> ≜ STANDARD	<u>DID NOT MEET</u>
RATER	SSG	1	2	4	0
RATER	SFC	2	3	6	1
RATER	MSG	1	1	4	0
RATER	SGM	0	1	0	0

Tracks the rating history of each rater for NCOs of all components by rank (SSG through CSM / SGM). Raters do not maintain a rater tendency on NCOs in the rank of SGT and below.



Senior Rater Overall Potential

	PART V - SENIOR RATER OVERALL POTENTIAL								
a. Select one box representing Rated	b. COMMENTS:								
NCO's potential compared to others in the same grade whom you have rated in your									
career. I currently senior rate									
Army NCOs in this grade.									
MOST QUALIFIED (limited to 24%)	←	Limited to 24% for SSG – CSM/SGM							
HIGHLY QUALIFIED									
QUALIFIED									
☐ NOT QUALIFIED									

- "MOST QUALIFIED" identify NCOs with strong potential for promotion in the secondary zone; ahead of peers (Note: Senior rater cannot have more than 24% of total ratings in a grade to retain the MOST QUALIFIED label.)
- "HIGHLY QUALIFIED" identify NCOs with strong potential for promotion with peers
- "QUALIFIED" identify NCOs who demonstrate potential to be successful at the next level; promote if able
- "NOT QUALIFIED" identify NCOs who do not demonstrate potential for promotion; recommend separation

Senior Rater Narrative

Should quantify and qualify the passion (or lack thereof) that the senior rater has for the rated NCO's potential

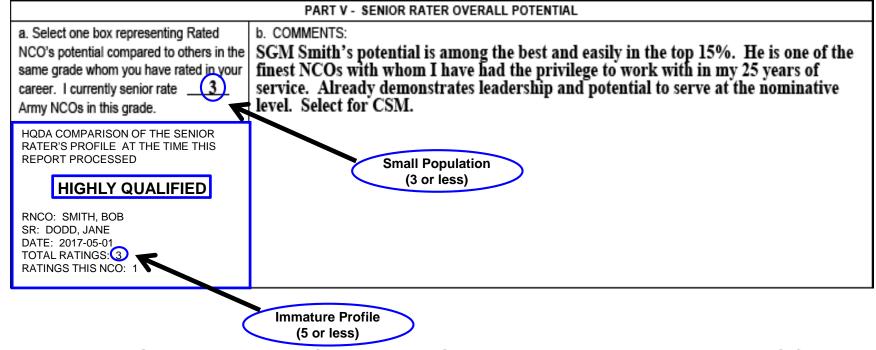
- Selection boards should not have to guess <u>Send a clear message</u>
- What is not said can have the same impact as what is said
- Be careful with your narrative don't say the same thing for all your NCOs
- Avoid using the same verbiage year-to-year for the same NCO
- Be consistent ... words match the box check
- Cannot mention box check or board language in the narrative (i.e., "MOST QUALIFIED NCO", "6+ NCO", "If my profile allowed, I would rate this NCO higher."); these are considered prohibited narrative comments

Senior Rater Consistency

- Senior raters need to amplify their potential box checks by using the narrative to clearly send the appropriate message to selection boards. The following classification of types of narratives may serve as a guide and assist in sending a clear message:
 - Exclusive narratives those which clearly describe superior performance/potential above that of the vast majority; associated with early promotion and are restrictive in nature (e.g., top 1%, 3%, 5%, etc. of all NCOs, the best among a select grade or group, promote in the secondary zone)
 - Strong narratives those which describe significant performance accomplishments and enthusiastically recommend promotion, assignment to key duty positions linked to upward mobility and appropriate military schooling (e.g., among the best, easily in the top third of the NCO Corps, definitely promote this NCO, secondary zone potential, one of my best NCOs)
 - Enumeration a technique used to rank order NCOs in a particular grade based on demonstrated performance and/or potential (e.g., #1 of 6)



Immature Profile / Small Population



- Future Guidance to DA Centralized Selection Boards for the New NCOER
 - Check DA Label: "Total Ratings" (5 or less = immature profile)
 - Check Part V block a same grade in population (3 or less = small population)
 - Expect "HIGHLY QUALIFIED" assessment if immature profile and/or small population exists
 - Focus on Senior Rater's narrative



Senior Rater Profile Calculation

Type of Report	THRU Date	Box Check "Most Qualified"	Box Check "Highly Qualified"	Box Check "Qualified"	Box Check "Not Qualified"	Profile MQ	Profile HQ	Profile Q	Profile NQ	Total	Date of Receipt	SR Profile
Annual	20160201	X				1	0	0	0	1	20160212	100%
CoR	20160413		X			1	1	0	0	2	20160417	50%
CoR	20160623			X		1	1	1	0	3	20160701	33.3%
Annual	20160824		X			1	2	1	0	4	20160825	25%
Annual	20161128		X			1	3	1	0	5	20161130	20%
CoR	20170120			X		1	3	2	0	6	20170205	16.7%
Annual	20170131		X			1	4	2	0	7	20170131	14.3%
Ext Annual	20170530		Х			1	5	2	0	8	20170602	12.5%
Annual	20171119	X				2	5	2	0	9	20171123	22.2%
Ext Annual	20180117		X			2	6	2	0	10	20180118	20.0%

Based on the profile limitation of 24%, a senior rater can render a "MOST QUALIFIED" assessment for a particular grade (SSG through CSM/SGM) as follows:

- Any one of the first four reports
- The second "MOST QUALIFIED" assessment no earlier than the ninth report (2 / 9 = 22.2%)
- The third "MOST QUALIFIED" assessment no earlier than the thirteenth report (3 / 13 = 23.1%)
- The fourth "MOST QUALIFIED" assessment no earlier than the seventeenth report (4 / 17 = 23.5%)



Senior Rater Profile box Check Warning

	QUALIFIED is not authorized as your profile doe UALIFIED indication, process those first. If you 2) 613-9019, DSN 635		
Most Qualified	Highly Qualified	Qualified	Not Qualified
(24%)	c	c	c
omments on potential			

As each NCOER is rendered, the Evaluation Entry System (EES) will automatically calculate the senior rater profile. If the profile does not support a "MOST QUALIFIED" selection, then EES will display the above warning notification and the "MOST QUALIFIED" option will be grayed out.

Senior Rater Profile Labeling Rules

- Rule #1: If the Senior Rater checks the "HIGHLY QUALIFIED," "QUALIFIED," or "NOT QUALIFIED" box, then the report is always labeled as indicated on the form.
 - The sum of "HIGHLY QUALIFIED," "QUALIFIED," and "NOT QUALIFIED" box checks must always be at least 76% of total ratings rendered.
- Rule #2: If the senior rater checks the "MOST QUALIFIED" box and the senior rater's use of "MOST QUALIFIED" is no more than 24% of the total ratings, then the report is labeled "MOST QUALIFIED."
 - An entry of "MOST QUALIFIED" will only be accepted if the mathematical result of the entry is no more than 24% of the total number of reports rendered in that grade.
- Rule #3: "MISFIRE" If the senior rater completes a pdf-fillable NCOER and checks the "MOST QUALIFIED" box and the senior rater profile is greater than 24%, then the report is automatically downgraded and labeled "HIGHLY QUALIFIED" upon receipt at HQDA and the senior rater is charged with a "MOST QUALIFIED."
 - EES will not allow senior rater misfires.



Managed Profile Technique – Rule 1

(the comparison of box check to SR Profile)

U.S.ARMY	(tire	compa
Select one box representing NCO's potential compared to same grade whom you have career. I currently senior rate Army NCOs in this grade.	others in the rated in your	
MOST QUALIFIED (limit	ed to 24%)	
HIGHLY QUALIFIED		
QUALIFIED		
NOT QUALIFIED		
Select one box representire NCO's potential compared to same grade whom you have career. I currently senior rate Army NCOs in this grade.	others in the rated in your	
MOST QUALIFIED (limit	ed to 24%)	
HIGHLY QUALIFIED		
QUALIFIED		
NOT QUALIFIED		
a. Select one box representing NCO's potential compared to same grade whom you have career. I currently senior rate Army NCOs in this grade.	others in the rated in your	
MOST QUALIFIED (Ilmit	ed to 24%)	
HIGHLY QUALIFIED		
QUALIFIED		
NZ NOT OUNLIERD		

HQDA COMPARISON OF THE SENIOR RATER'S PROFILE AT THE TIME THIS REPORT PROCESSED

HIGHLY QUALIFIED

RNCO: SMITH, BOB SR: DODD, JANE DATE: 2017-02-01 TOTAL RATINGS: 20 RATINGS THIS NCO: 2

HQDA COMPARISON OF THE SENIOR RATER'S PROFILE AT THE TIME THIS REPORT PROCESSED

QUALIFIED

RNCO: SMITH, BOB SR: DODD, JANE DATE: 2017-02-01 TOTAL RATINGS: 20 RATINGS THIS NCO: 2

HQDA COMPARISON OF THE SENIOR RATER'S PROFILE AT THE TIME THIS REPORT PROCESSED

NOT QUALIFIED

RNCO: SMITH, BOB SR: DODD, JANE DATE: 2017-02-01 TOTAL RATINGS: 20 RATINGS THIS NCO: 2





Managed Profile Technique – Rule 2

(the comparison of box check to SR Profile)

MOST QUALIFIED - 1 MOST QUALIFIED HIGHLY QUALIFIED -HIGHLY QUALIFIED -QUALIFIED QUALIFIED NOT QUALIFIED NOT QUALIFIED TOTAL RATINGS TOTAL RATINGS = 8 a. Select one box representing Rated HQDA COMPARISON OF THE SENIOR NCO's potential compared to others in the RATER'S PROFILE AT THE TIME THIS REPORT PROCESSED same grade whom you have rated in your career. I currently senior rate MOST QUALIFIED Army NCOs in this grade. MOST QUALIFIED (limited to 24%) RNCO: SMITH. BOB SR: DODD, JANE HIGHLY QUALIFIED DATE: 2017-02-01 **TOTAL RATINGS: 9** RATINGS THIS NCO: 2 QUALIFIED NOT QUALIFIED

Top block check labeled "MOST QUALIFIED" when profile is not more than 24% in top block.

Profile is 22.2%

(2 of 9).



Managed Profile Technique – Rule 3

(the comparison of box check to SR Profile)

MOST QUALIFIED - 2 HIGHLY QUALIFIED - 5 QUALIFIED - 2 NOT QUALIFIED - 0

TOTAL RATINGS = 9



MOST QUALIFIED - 3 HIGHLY QUALIFIED - 5 QUALIFIED - 2 NOT QUALIFIED - 0

TOTAL RATINGS = 10

MISFIRE - Profile is 30% (3 of 10).

a. Select one box representing Rated NCO's potential compared to others in the same grade whom you have rated in your career. I currently senior rate 3 Army NCOs in this grade.

MOST QUALIFIED (limited to 24%)

HIGHLY QUALIFIED

QUALIFIED

NOT QUALIFIED



HQDA COMPARISON OF THE SENIOR RATER'S PROFILE AT THE TIME THIS REPORT PROCESSED

HIGHLY QUALIFIED

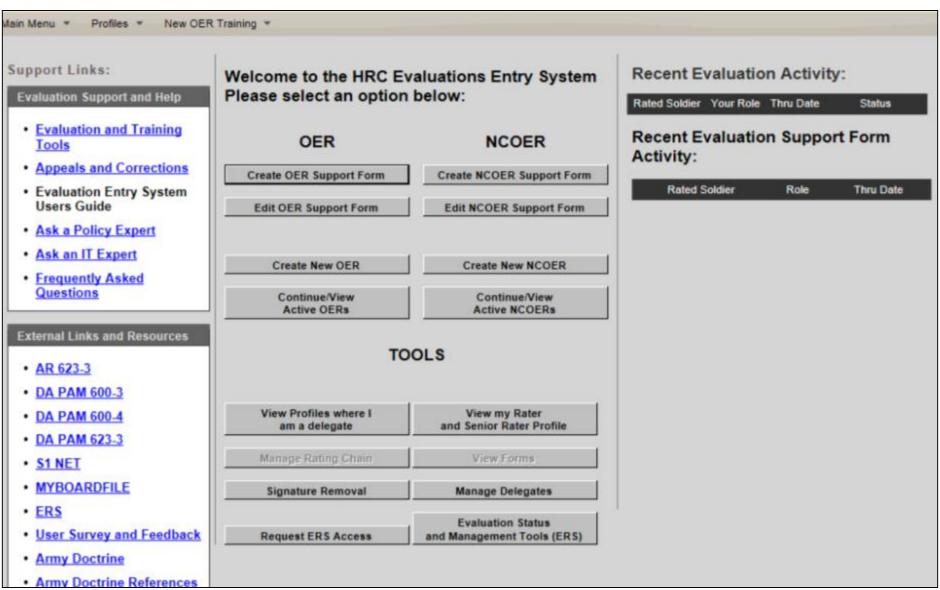
RNCO: SMITH, BOB SR: DODD, JANE DATE: 2017-02-01 TOTAL RATINGS: 10 RATINGS THIS NCO: 2

"MISFIRE" – Top block check labeled "HIGHLY QUALIFIED" when profile is greater than 24% in top block.



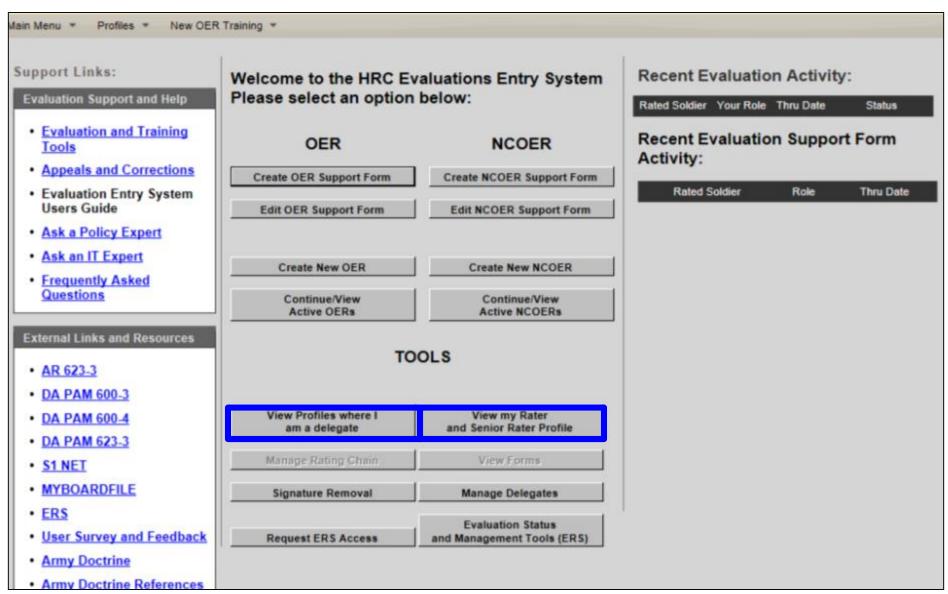
Evaluation Entry System (EES) Tools

https://evaluations.hrc.army.mil/





Rater Tendency / Senior Rater Profile Link





Rater Tendency / Rater and Senior Rater Profiles

Rater Tendency

4 items found, displaying

Role ↓	Rank Rated ♥	FAR EXCEEDED ↓ STANDARD	EXCEEDED A STANDARD	<u>MET</u>	<u>DID NOT MEET</u>
RATER	SSG	1	2	4	0
RATER	SFC	2	3	6	1
RATER	MSG	1	1	4	0
RATER	SGM	0	1	0	0

Rater Profiles Only applies to Officers

3 items found, displaying all items.

<u>Role</u> ↓	Rank Rated ♥	EXCELS A	PROFICIENT A ▼	<u>CAPABLE</u>	UNSATISFACTORY ≜
RATER	CPT	1	3	0	0
RATER	CW2	1	3	0	0
RATER	MAJ	0	4	0	0

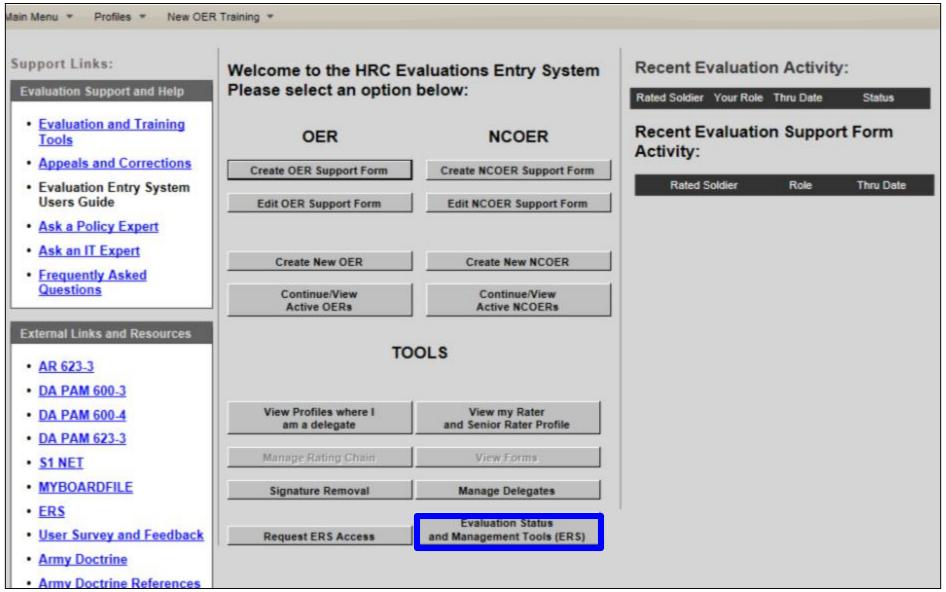
Senior Rater Profiles

3 items found, displaying all items

Role ↓	Rank A Rated ∀	MOST QUAL / MULTI STAR	HIGHLY QUAL / PROMOTE TO BG	QUAL / A	<u>NOT QUAL /</u> UNSATISFACTORY
SENIOR RATER	SSG	1	2	0	0
SENIOR RATER	SFC	0	3	0	0
SENIOR RATER	1LT	0	1	0	0



ERS Link to Senior Rater Profile (DASH 2)





Senior Rater Profile Dashboard





Senior Rater Profile Management Tool

NAME	Position	# of NCOERs previously received in current position (include previous SR's OERS)	Last NCOER / Type / Rating	(Date	,	Projected Type (Type of report - use codes)	grade today (24% or less in	(90days) - Date report needs to be at DA (Board reports need to	you after the projected	Date of	Next Board/Date - Next selection board the NCO would be eligible for (Use chart profile management board dates).	Projected Departure	STATUS: Support Form received, draft initiated, signed by all appropriate personnel, submitted to DA, received by DA, submitted to Soldier's Record
				From	Thru								
Alpha, John A	Platoon Sergeant	0		6-Sep-15	5-Sep-16	AN	HQ	4-Dec-16	1	1-Jan-11	15-Apr-17	5-Feb-17	
Bravo, Joe B	Platoon Sergeant	0		11-Sep-15	10-Sep-16	AN	HQ	9-Dec-16	1	1-Dec-11	15-Apr-17	4-Mar-17	
Charlie, Jack C	Platoon Sergeant	0		16-Jul-15	31-Jan-17	CR	Q	30-Apr-17	1	1-Sep-14		16-Jul-18	
Alpha, John A	Platoon Sergeant	1		6-Sep-16	31-Jan-17	CR	HQ	30-Apr-17	No	1-Oct-14	15-Apr-17	5-Feb-17	
Bravo, Joe B	Platoon Sergeant	1		11-Sep-16	31-Jan-17	CR	MQ	30-Apr-17	No	1-Mar-15	15-Apr-17	4-Mar-17	
Charlie, Jack C	Platoon Sergeant	1		1-Feb-17	31-Jan-18	AN	NQ	1-May-18	1	1-Sep-14		16-Jul-18	
Delta, Bob D	Platoon Sergeant	0			14-Feb-18		HQ	14-May-18	No	1-Nov-15		15-Feb-19	
Echo, Todd E	Platoon Sergeant	0		20-Feb-17	19-Feb-18	AN	HQ	19-May-18	No	1-Sep-15		20-Feb-19	

	Senior	Rater Profil	le		
Most Qualified	Highly Qualified	Qualified	Not Qualified	TOTAL	% Top Block
1	5	1	1	8	13%

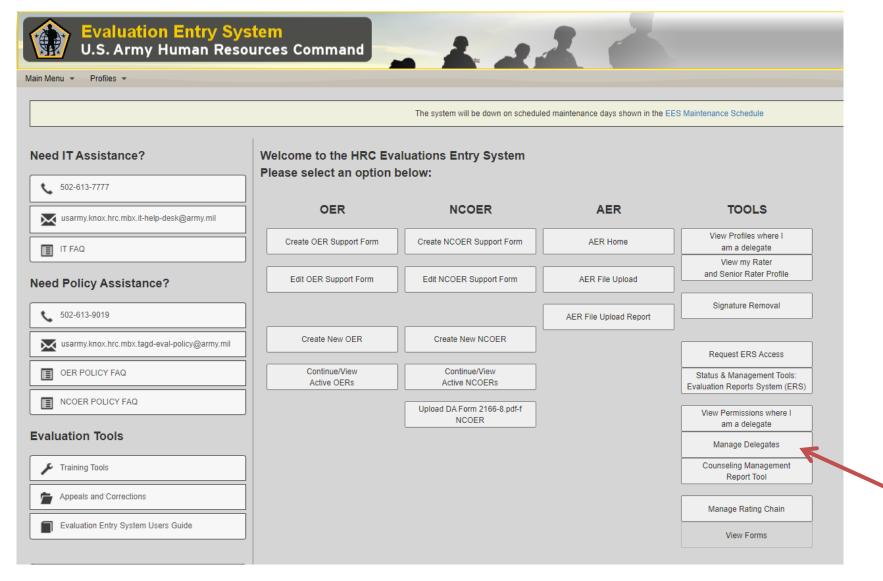
Note: Promotable NCOs serving in positions authorized the promotable grade will be profiled at the promotable grade if listed as (P) on the NCOER.

Ratings	
MQ - Most Qualified (limited to 24%)	
HQ - Highly Qualified	
Q - Qualified	
NQ - Not Qualified	

NCOER Types		
AN = Annual	PCS = PCS	
CR = Change of Rater	RFC = RFC Relief for Cause	
CD = Change of Duty	SRO = SR Option	
CTR = Complete the Record		

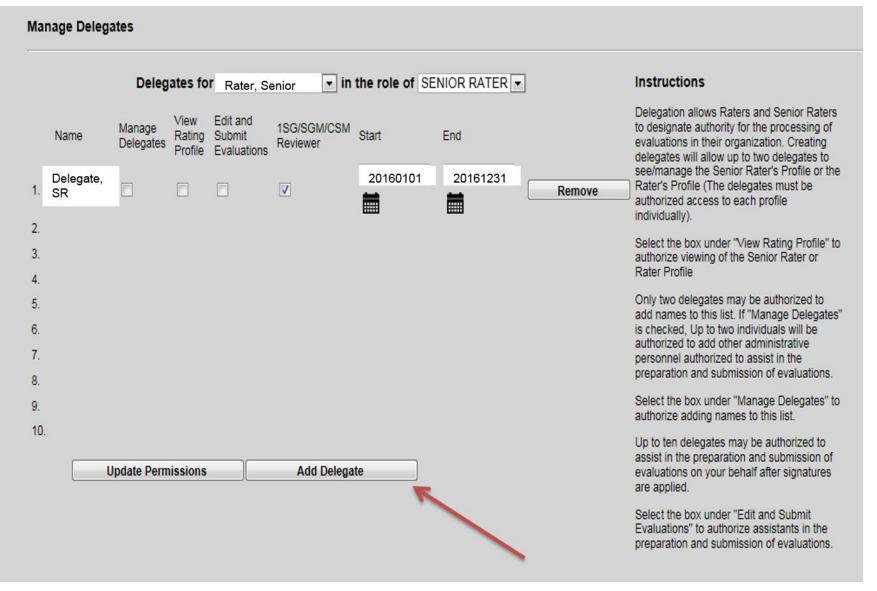


How to Assign / Manage Delegates



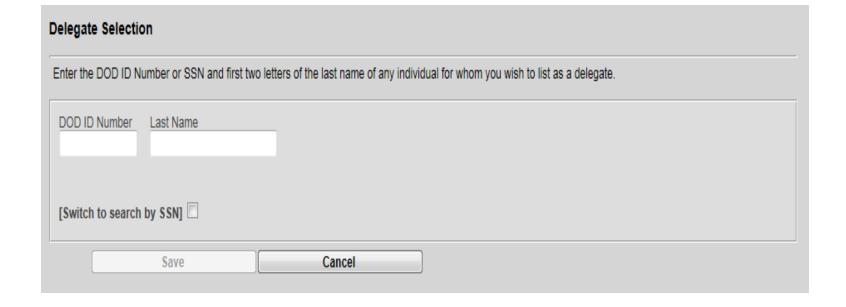


How to Assign / Manage Delegates (cont.)



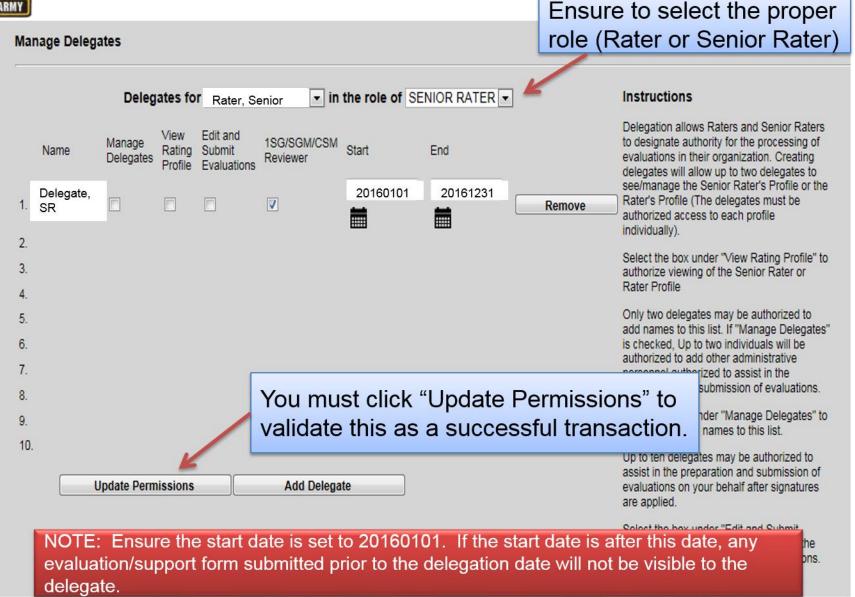


How to Assign / Manage Delegates (cont.)



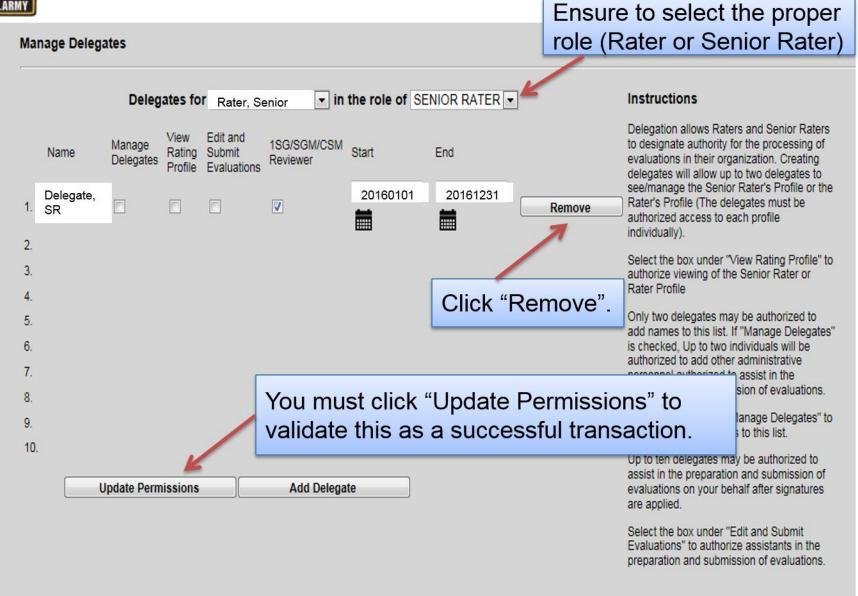


How to Assign / Manage Delegates Part 1



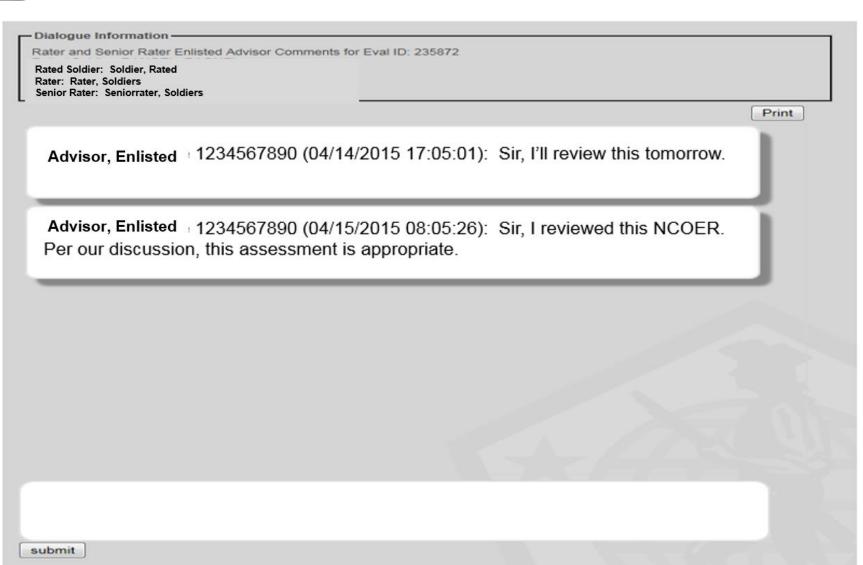


How to Assign / Manage Delegates Part 2





Enlisted Advisor Comments



Summary

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Questions











