

---

## Breaking Down ECQ #5 For an SES Federal Job: Building Coalitions

To qualify for a federal leadership position as a senior executive, you must be able to break down ECQ #5. ECQs are Executive Core Qualifications that are based on the criteria set by the Office of Personnel Management for leadership skills essential to succeed in the Senior Executive Service (SES).

The federal government is looking for senior level executives who are able offer strategic leadership and commit to public policy. The core qualifications required for ECQ #5 include the ability to build coalitions internally and with other Federal agencies, State and local governments, nonprofit and private sector organizations, foreign governments, or international organizations to achieve common goals.

Competencies in the breakdown of ECQ #5 include:

- develops networks, build alliances, collaborate across boundaries building strategic relationships and achieving common goals;
- political savvy to identify internal and external policies that impact the organization's work and good perception of political reality to act accordingly; and
- the ability to negotiate with and influence others to gain cooperation, obtain information and accomplish goals.

A professional resume writer is familiar with complicated federal submission requirements and can give you the edge in a competitive job market. Hiring a resume writer is a solid investment in your future because it can mean the difference between landing a position as a senior executive for the federal government or losing out on this coveted position.