

**TABLE 11**  
**PERFORMANCE IMPLICATIONS**  
**Cluster Profiles (Mean Values)**

CLUSTER (n)	ADAPTABILITY	BEHAVIORS		PERFORMANCE (Rank)					SIZE
		ECADOPT	IMPLEMENT	AVGSLSE/EMPL	GROWSALES	SUCCESS	POSITION	EXPERT	
<i>Risk Takers</i> (4)	0.374	0.582	0.169	58279(4)	0.988(5)	4.00(2)	4.25(3)	-0.538(5)	812.75
<i>Very Cautious</i> (4)	-0.684	-0.109	-0.176	74864(2)	1.007(4)	3.25(5)	3.50(5)	-0.523(4)	178.00
<i>Plan &amp; Control</i> (5)	-0.095	-0.096	0.032	83856(1)	1.076(2)	4.20(1)	5.00(1)	0.350(1)	740.80
<i>First Movers</i> (2)	0.429	-0.170	0.151	46756(5)	1.022(3)	4.00(2)	4.50(2)	-0.106(3)	188.50
<i>Indistinct</i> (4)	0.141	0.042	-0.029	71672(3)	1.119(1)	4.00(2)	4.00(4)	0.137(2)	739.50