



# TORO Analysis of Stock Clerks- Stockroom, Warehouse, or Storage Yard to Stock Clerks, Sales Floor

## INPUT SECTION:

Transfer	Title	O*NET	Filters		
From Title:	Stock Clerks- Stockroom, Warehouse, or Storage Yard	43-5081.03	Abilities:	Importance Level: 50	Weight: 1
To Title:	Stock Clerks, Sales Floor	43-5081.01	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

## OUTPUT SECTION:

Grand TORQ:



83

Ability TORQ		Skills TORQ		Knowledge TORQ	
Level	84	Level	90	Level	77

Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
Oral Expression	53	5	68	Active Listening	53	17	85	No Knowledge Upgrades Required!			
Speech Recognition	41	6	56	Speaking	52	10	74				
Trunk Strength	42	3	62								

LEVEL and IMPT (IMPORTANCE) refer to the Target Stock Clerks, Sales Floor. GAP refers to level difference between Stock Clerks- Stockroom, Warehouse, or Storage Yard and Stock Clerks, Sales Floor.

## ASK ANALYSIS

### Ability Level Comparison - Abilities with importance scores over 50

Description	Stock Clerks- Stockroom, Warehouse, or Storage Yard	Stock Clerks, Sales Floor	Importance
Oral Expression	48	53	68
Speech Clarity	37	37	65
Oral Comprehension	51	46	62
Trunk Strength	39	42	62
Category Flexibility	39	39	59
Information Ordering	42	39	56
Speech Recognition	35	41	56
Problem Sensitivity	41	39	50
Deductive Reasoning	39	37	50
Static Strength	42	34	50



Near Vision	42	39	50
Skill Level Comparison - Abilities with importance scores over 69			
Description	Stock Clerks- Stockroom, Warehouse, or Storage Yard	Stock Clerks, Sales Floor	Importance
Active Listening	36	53	85
Speaking	42	52	74
Knowledge Level Comparison - Knowledge with importance scores over 69			
Description	Stock Clerks- Stockroom, Warehouse, or Storage Yard	Stock Clerks, Sales Floor	Importance

Experience & Education Comparison					
Related Work Experience Comparison			Required Education Level Comparison		
Description	Stock Clerks- Stockroom, Warehouse, or Storage Yard	Stock Clerks, Sales Floor	Description	Stock Clerks- Stockroom, Warehouse, or Storage Yard	Stock Clerks, Sales Floor
10+ years	0%	0%	Doctoral	0%	0%
8-10 years	0%	0%	Professional Degree	0%	0%
6-8 years	0%	10%	Post-Masters Cert	0%	0%
4-6 years	1%	0%	Master's Degree	0%	0%
2-4 years	0%	1%	Post-Bachelor Cert	0%	0%
1-2 years	3%	10%	Bachelors	1%	0%
6-12 months	19%	11%	AA or Equiv	0%	10%
3-6 months	11%	2%	Some College	0%	10%
1-3 months	0%	0%	Post-Secondary Certificate	0%	0%
0-1 month	2%	16%	High School Diploma or GED	51%	40%
None	60%	46%	No HSD or GED	46%	37%
Stock Clerks- Stockroom, Warehouse, or Storage Yard			Stock Clerks, Sales Floor		
Most Common Educational/Training Requirement:					
Short-term on-the-job training			Short-term on-the-job training		
Job Zone Comparison					
<p>1 - Job Zone One: Little or No Preparation Needed</p> <p>No previous work-related skill, knowledge, or experience is needed for these occupations. For example, a person can become a cashier even if he/she has never worked before. These occupations may require a high school diploma or GED certificate. Some may require a formal training course to obtain a license.</p> <p>Employees in these occupations need anywhere from a few days to a few months of training. Usually, an experienced worker could show you how to do the job.</p>			<p>1 - Job Zone One: Little or No Preparation Needed</p> <p>No previous work-related skill, knowledge, or experience is needed for these occupations. For example, a person can become a cashier even if he/she has never worked before. These occupations may require a high school diploma or GED certificate. Some may require a formal training course to obtain a license.</p> <p>Employees in these occupations need anywhere from a few days to a few months of training. Usually, an experienced worker could show you how to do the job.</p>		

Tasks	
Stock Clerks- Stockroom, Warehouse, or Storage Yard	Stock Clerks, Sales Floor



## Core Tasks

## Generalized Work Activities:

- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.
- Coordinating the Work and Activities of Others- Getting members of a group to work together to accomplish tasks.
- Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time.
- Organizing, Planning, and Prioritizing Work - Developing specific goals and plans to prioritize, organize, and accomplish your work.
- Handling and Moving Objects - Using hands and arms in handling, installing, positioning, and moving materials, and manipulating things.

## Specific Tasks

## Occupation Specific Tasks:

- Change the price of books in a warehouse.
- Compare printed price tickets with entries on purchase orders to verify accuracy and notify supervisor of discrepancies.
- Indicate item size, style, color, and inspection results on tags, tickets, and labels, using rubber stamp or writing instrument.
- Keep records of production, returned goods, and related transactions.
- Mark selling price by hand on boxes containing merchandise.
- Pin, paste, sew, tie, or staple tickets, tags, or labels to article.
- Put price information on tickets, marking by hand or using ticket-printing machine.
- Record number and types of articles marked and pack articles in boxes.
- Record price, buyer, and grade of product on tickets attached to products auctioned.

## Detailed Tasks

## Detailed Work Activities:

- attach or mark identification onto products or containers
- complete record of production
- fill out business or government forms
- maintain records, reports, or files
- manage inventories or supplies
- measure, weigh, or count products or materials
- package goods for shipment or storage

## Core Tasks

## Generalized Work Activities:

- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.
- Coordinating the Work and Activities of Others- Getting members of a group to work together to accomplish tasks.
- Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time.
- Organizing, Planning, and Prioritizing Work - Developing specific goals and plans to prioritize, organize, and accomplish your work.
- Handling and Moving Objects - Using hands and arms in handling, installing, positioning, and moving materials, and manipulating things.

## Specific Tasks

## Occupation Specific Tasks:

- Change the price of books in a warehouse.
- Compare printed price tickets with entries on purchase orders to verify accuracy and notify supervisor of discrepancies.
- Indicate item size, style, color, and inspection results on tags, tickets, and labels, using rubber stamp or writing instrument.
- Keep records of production, returned goods, and related transactions.
- Mark selling price by hand on boxes containing merchandise.
- Pin, paste, sew, tie, or staple tickets, tags, or labels to article.
- Put price information on tickets, marking by hand or using ticket-printing machine.
- Record number and types of articles marked and pack articles in boxes.
- Record price, buyer, and grade of product on tickets attached to products auctioned.

## Detailed Tasks

## Detailed Work Activities:

- attach or mark identification onto products or containers
- complete record of production
- fill out business or government forms
- maintain records, reports, or files
- manage inventories or supplies
- measure, weigh, or count products or materials
- package goods for shipment or storage
- perform clerical duties including typing



- perform clerical duties including typing, accepting orders, or sorting mail
- price merchandise
- process returned merchandise
- retrieve or place goods from/into storage
- stock or organize goods
- use computers to enter, access or retrieve data
- use inventory control procedures
- use oral or written communication techniques
- verify completeness or accuracy of data

- perform clerical duties including typing, accepting orders, or sorting mail
- price merchandise
- process returned merchandise
- retrieve or place goods from/into storage
- stock or organize goods
- use computers to enter, access or retrieve data
- use inventory control procedures
- use oral or written communication techniques
- verify completeness or accuracy of data

### Labor Market Comparison

Description	Stock Clerks- Stockroom, Warehouse, or Storage Yard	Stock Clerks, Sales Floor	Difference
Median Wage	\$ 19,860	\$ 19,860	\$ 0
10th Percentile Wage	\$ 15,330	\$ 15,330	\$ 0
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	\$ 24,350	\$ 24,350	\$ 0
90th Percentile Wage	\$ 30,370	\$ 30,370	\$ 0
Mean Wage	\$ 21,410	\$ 21,410	\$ 0
Total Employment - 2007	7,670	7,670	0
Employment Base - 2006	7,601	7,601	0
Projected Employment - 2016	6,921	6,921	0
Projected Job Growth - 2006-2016	-8.9 %	-8.9 %	0.0 %
Projected Annual Openings - 2006-2016	180	180	0

### National Job Posting Trends

Trend for Stock Clerks- Stockroom, Warehouse, or Storage Yard

Trend for Stock Clerks, Sales Floor



Data from [Indeed](http://Indeed.com)

### Recommended Programs

#### General Office/Clerical and Typing Services

General Office Occupations and Clerical Services. A program that prepares individuals to provide basic administrative support under the supervision of office managers, administrative assistants, secretaries, and other office personnel. Includes instruction in typing, keyboarding, filing, general business correspondence, office equipment operation, and communications skills.

Institution	Address	City	URL
Northern Maine Community College	33 Edgemont Dr	Presque Isle	<a href="http://www.nmcc.edu">www.nmcc.edu</a>

#### Retailing and Retail Operations

Retailing and Retail Operations. A program that prepares individuals to perform operations associated with retail sales in a variety of settings. Includes instruction in over-the-counter and other direct sales operations in business settings, basic bookkeeping principles, customer service, team/staff leadership and supervision, floor management, and applicable technical skills.

No schools available for the program

### Maine Statewide Promotion Opportunities for Stock Clerks- Stockroom, Warehouse, or Storage Yard

O*NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings
43-5081.03	Stock Clerks- Stockroom, Warehouse, or Storage Yard	100	1	7,670	\$19,860.00	\$0.00	-9%	180
43-5081.01	Stock Clerks, Sales Floor	83	1	7,670	\$19,860.00	\$0.00	-9%	180



43-5053.00	Postal Service Mail Sorters, Processors, and Processing Machine Operators	81	2	970	\$41,950.00	\$22,090.00	-12%	10
43-5052.00	Postal Service Mail Carriers	79	1	1,730	\$43,190.00	\$23,330.00	-3%	50
29-2051.00	Dietetic Technicians	79	3	170	\$27,270.00	\$7,410.00	13%	7
43-9051.00	Mail Clerks and Mail Machine Operators, Except Postal Service	79	1	490	\$23,250.00	\$3,390.00	-19%	13
43-5051.00	Postal Service Clerks	77	2	580	\$44,780.00	\$24,920.00	-3%	13
43-5081.04	Order Fillers, Wholesale and Retail Sales	77	2	7,670	\$19,860.00	\$0.00	-9%	180
43-3071.00	Tellers	77	2	2,970	\$21,770.00	\$1,910.00	18%	184
43-4031.03	License Clerks	76	2	1,190	\$27,650.00	\$7,790.00	9%	37
43-3021.01	Statement Clerks	76	2	1,990	\$27,580.00	\$7,720.00	1%	28
43-9041.02	Insurance Policy Processing Clerks	76	2	1,810	\$31,380.00	\$11,520.00	-8%	22
35-2021.00	Food Preparation Workers	76	1	5,500	\$20,040.00	\$180.00	10%	245
41-2031.00	Retail Salespersons	76	2	18,460	\$22,050.00	\$2,190.00	4%	677
43-5111.00	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	75	1	310	\$28,060.00	\$8,200.00	-3%	8

### Top Industries for Stock Clerks, Sales Floor

Industry	NAICS	% in Industry	Employment	Projected Employment	% Change
Grocery stores	445100	23.82%	406,079	370,728	-8.71%
Department stores	452100	16.56%	282,337	232,482	-17.66%
Other general merchandise stores	452900	9.11%	155,334	175,987	13.30%
Warehousing and storage	493100	3.42%	58,300	65,157	11.76%
Employment services	561300	2.57%	43,742	46,324	5.90%
Clothing stores	448100	2.50%	42,692	37,499	-12.16%
Grocery and related product wholesalers	424400	2.26%	38,557	35,278	-8.50%
Pharmacies and drug stores	446110	1.85%	31,599	29,366	-7.07%
General medical and surgical hospitals, public and private	622100	1.51%	25,696	23,804	-7.36%



Miscellaneous nondurable goods merchant wholesalers	424900	1.11%	18,994	17,279	-9.03%
Electronics and appliance stores	443100	0.97%	16,458	13,754	-16.43%
Wholesale electronic markets and agents and brokers	425100	0.95%	16,236	15,416	-5.05%
Office supplies, stationery, and gift stores	453200	0.91%	15,522	10,716	-30.97%
Motor vehicle and motor vehicle parts and supplies merchant wholesalers	423100	0.82%	14,032	13,402	-4.49%
Local government, excluding education and hospitals	939300	0.80%	13,602	12,785	-6.00%

### Top Industries for Stock Clerks- Stockroom, Warehouse, or Storage Yard

Industry	NAICS	% in Industry	Employment	Projected Employment	% Change
Grocery stores	445100	23.82%	406,079	370,728	-8.71%
Department stores	452100	16.56%	282,337	232,482	-17.66%
Other general merchandise stores	452900	9.11%	155,334	175,987	13.30%
Warehousing and storage	493100	3.42%	58,300	65,157	11.76%
Employment services	561300	2.57%	43,742	46,324	5.90%
Clothing stores	448100	2.50%	42,692	37,499	-12.16%
Grocery and related product wholesalers	424400	2.26%	38,557	35,278	-8.50%
Pharmacies and drug stores	446110	1.85%	31,599	29,366	-7.07%
General medical and surgical hospitals, public and private	622100	1.51%	25,696	23,804	-7.36%
Miscellaneous nondurable goods merchant wholesalers	424900	1.11%	18,994	17,279	-9.03%
Electronics and appliance stores	443100	0.97%	16,458	13,754	-16.43%
Wholesale electronic markets and agents and brokers	425100	0.95%	16,236	15,416	-5.05%
Office supplies, stationery, and gift stores	453200	0.91%	15,522	10,716	-30.97%
Motor vehicle and motor vehicle parts and supplies merchant wholesalers	423100	0.82%	14,032	13,402	-4.49%
Local government, excluding education and hospitals	939300	0.80%	13,602	12,785	-6.00%