



shapes
benchmark profile by potential

Participant:

Sam Sample 26.10.2005

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measure to win!

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shapes benchmark profile by potential: Sam Sample



Domain	Attribute	Score									S		
		low	1	2	3	4	5	6	7	8		high	
Interactive	directing						●	●	●			6	
	persuasive										●	●	9
	socially confident										●	●	9
	sociable						●	●	●				6
	agreeable						●	●	●				6
	behavioural				●	●	●						4
Operational	prudent	●	●	●								2	
	focused on results				●	●	●					5	
	planful										●	●	9
	conscientious							●	●	●			7
Intellectual	analytical		●	●	●							3	
	conceptual	●	●									1	
	imaginative				●	●	●					5	
	open for change				●	●	●					5	
Emotional	autonomous			●	●	●						4	
	achieving	●	●	●								2	
	competitive							●	●	●		7	
	energetic								●	●	●	8	
Consistency								●	●	●		7	

comparison group: professionals

Point distribution: 100%, Process time (min): 14





Domain	Attribute	Definition
Interactive	directing	likes to be in charge; leads and directs others; keeps a team focused on objectives
	persuasive	enjoys selling and negotiating; finds it easy to persuade others; influences others and wins their support
	socially confident	comes across as confident and self-assured; feels at ease during presentations and formal events
	sociable	is talkative, lively and sociable; enjoys being in groups; entertains others and has a wide network of contacts
	agreeable	is team-oriented and considerate; enjoys working with others; is supportive and pleasant to be with
	behavioural	is interested in others' behavior; observes and analyzes others' motives and reactions
Operational	prudent	takes a broad perspective; considers the wider consequences of plans and activities
	focused on results	is pragmatic and target-oriented in approach; focuses on reaching results; solves problems fast and effectively
	planful	is systematic and well organized; defines clear priorities; plans well ahead and with realistic time-scales
	conscientious	takes care to follow procedures; respects rules and regulations; sees jobs through to the end and pays attention to quality issues
Intellectual	analytical	quickly grasps complex issues and problems; identifies the core of a problem; evaluates information thoroughly
	conceptual	enjoys working with concepts, models and strategies; likes intellectual challenges
	imaginative	can think out of the box; develops imaginative and original ideas and solutions
	open for change	supports new ideas; enjoys change and novelty; continually looks for ways to improve things
Emotional	autonomous	acts on own initiative; follows own direction; expresses own views and opinions freely
	achieving	sets self demanding targets; enjoys difficult challenges; wants to get ahead and succeed
	competitive	likes to compete against others; is determined to win; enjoys talking about own achievements
	energetic	shows drive and determination; takes an energetic approach to work; remains focused and in control under pressure
	Consistency	Level of distinction of your profile in comparison to others that completed the same questionnaire.

