

Entrepreneurial Potential Report for Mrs Jane Smith

powered by Entrecode®



Professional

Styles

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About this Report

This report is based upon the Professional Styles assessment which explores an individual's approach to work in a number of relevant areas. It indicates an individual's entrepreneurial potential based on the Entrecode® model of successful entrepreneurs.

The results are based on a comparison with a group of over 1,000 professionals. The results are expressed on a 1 to 10 scale, where 1 indicates low potential and 10 indicates high potential.

Since the questionnaire is a self-report measure, the results reflect the individual's self-perceptions. Nevertheless, our research has shown it to be a valid predictor of how people will operate in the workplace.

It should be remembered that the information contained in this report is potentially sensitive and every effort should be made to ensure that it is stored in a secure place.

The information contained within this report is likely to provide a valid overview of the respondent's approach to work for 12 to 24 months, depending upon circumstances.

The report was produced using the Saville Consulting software systems. It has been derived from the results of a questionnaire completed by the respondent, and reflects the responses made by them.

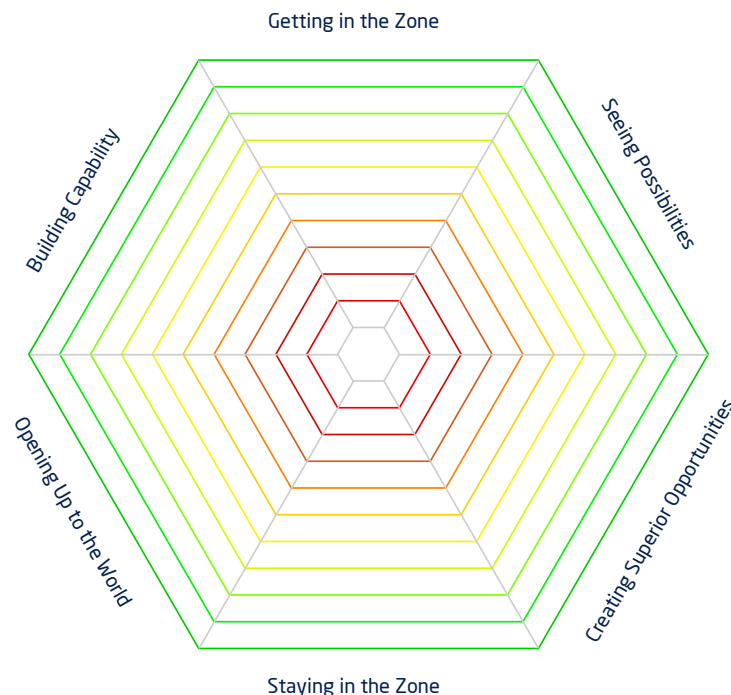
Introduction to the Entrepreneurial Potential Report

This report provides information on the entrepreneurial potential of Jane Smith based on responses to the Professional Styles questionnaire.

The Entrecode® Research Model

The basis of this entrepreneurial potential report is the Entrecode® model (www.entrecode.co.uk) of successful entrepreneurs who have created and led high value businesses, often starting with virtually nothing. The Entrecode® model was derived from more than fifteen years of research undertaken by Professor David Hall and his associates.

This report predicts potential for each of the 6 core areas outlined in the Entrecode® model, from 'Getting in the Zone' through to 'Building Capability':



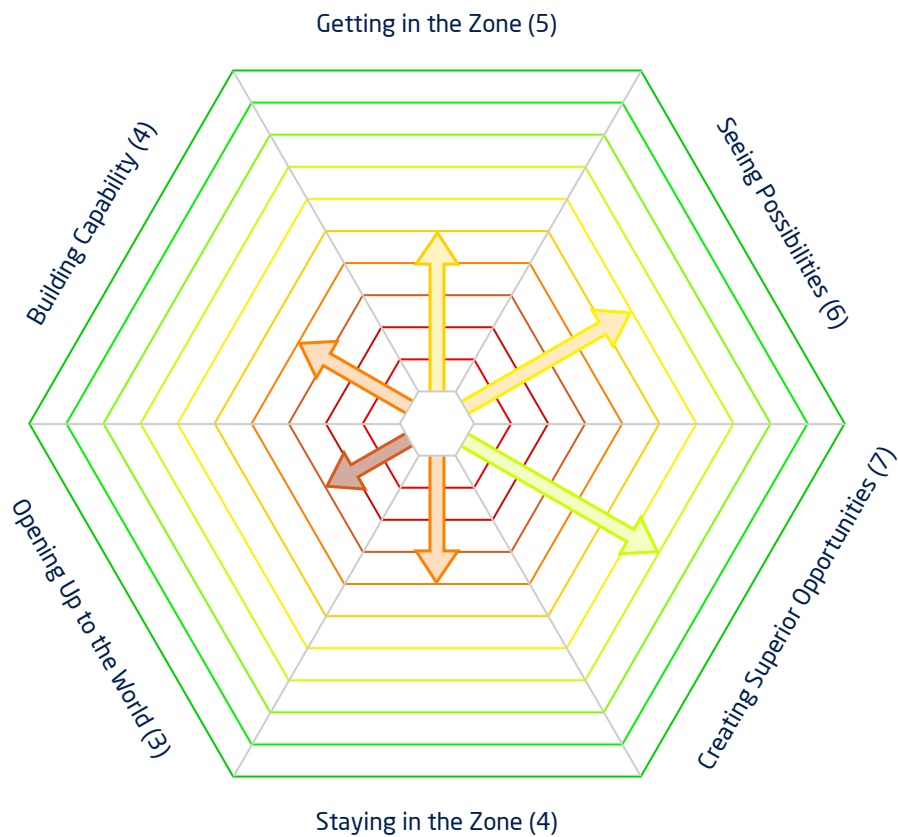
Entrepreneurial Potential Summary

The Entrepreneurial Potential Summary provides information on the 6 core areas of the Entrecode® model, followed by a brief description of each area.

Entrepreneurial Potential Profile

The Entrepreneurial Potential Profile provides greater detail by breaking the 6 core areas down into 21 aspects of entrepreneurial potential. For each of the 21 areas a description is provided which varies according to Jane Smith's score.

Entrepreneurial Potential Summary



Getting in the Zone

the optimal state of mind to create success

Seeing Possibilities

the unique ways in which entrepreneurs view the world, take in information and create insights

Creating Superior Opportunities

identifying client problems that need to be solved and leveraging solutions to transform business results

Staying in the Zone

prioritising, sequencing and focusing energy on a very specific target

Opening Up to the World

building networks, and forming relationships to enable the business to develop

Building Capability


focusing efforts on building the capacity of the business

Entrepreneurial Potential Profile

GETTING IN THE ZONE

Achievement Drive		acts with moderate determination and purpose to achieve results
Compelling Vision		may often focus on the here-and-now rather than creating a vision for the future
Energy		appears reasonably energetic and interested in making things happen
Action Oriented		as ready as most to take the initiative and takes action reasonably quickly

SEEING POSSIBILITIES





Big Picture		reasonably focused on the big picture but may at times be distracted by low-level issues
Options Thinking		explores a wider range of alternative approaches to issues than most
Savvy		prefers not to rely on own intuition and experience to guide judgements

CREATING SUPERIOR OPPORTUNITIES




Problem Seeking		spends time finding out what problems customers face
Synthesis		skilled at integrating and interpreting information from a range of sources to come up with new approaches
Problem Solving		produces reasonably strong commercial solutions to customer problems that may sometimes lead to new business opportunities
Delighting Customers		reasonably focused on delivering a high quality service to customers

Entrepreneurial Potential Profile

STAYING IN THE ZONE

Focus		may at times be easily distracted and lose sight of the key priorities
Positive Mindset		generally displays a positive outlook and is prepared to adapt to new challenges
Self-determining		may feel uncomfortable making decisions which will shape own destiny
Persistence		sometimes shows less persistence than others, particularly when faced with difficulties or setbacks

OPENING UP TO THE WORLD

Expressing Passion		shows little inclination to inspire and persuade others
Purposeful Networking		is unlikely to spend much time networking and building useful business relationships
Creating Partnerships		less inclined to generate sales or negotiating deals with potential commercial partners

BUILDING CAPABILITY

Building Up the Team		may show a lack of interest in taking on responsibility for co-ordinating and motivating the team
Experiential Learning		ready to try things out and to learn from pragmatic experimentation and experience
Staying on Track		invests effort into maintaining performance and seeking continuous improvement

Entrepreneurial Potential Scale

The results are based on a comparison with a group of over 1,000 professionals. The results are expressed on a 1 to 10 scale with the following meaning:

- 1** = higher potential than about 1% of professionals
- 2** = higher potential than about 5% of professionals
- 3** = higher potential than about 10% of professionals
- 4** = higher potential than about 25% of professionals
- 5** = higher potential than about 40% of professionals
- 6** = higher potential than about 60% of professionals
- 7** = higher potential than about 75% of professionals
- 8** = higher potential than about 90% of professionals
- 9** = higher potential than about 95% of professionals
- 10** = higher potential than about 99% of professionals