



# Discovery Leadership Profile™

Growing Leadership Capacity



## Sample Report

May 1, 2017

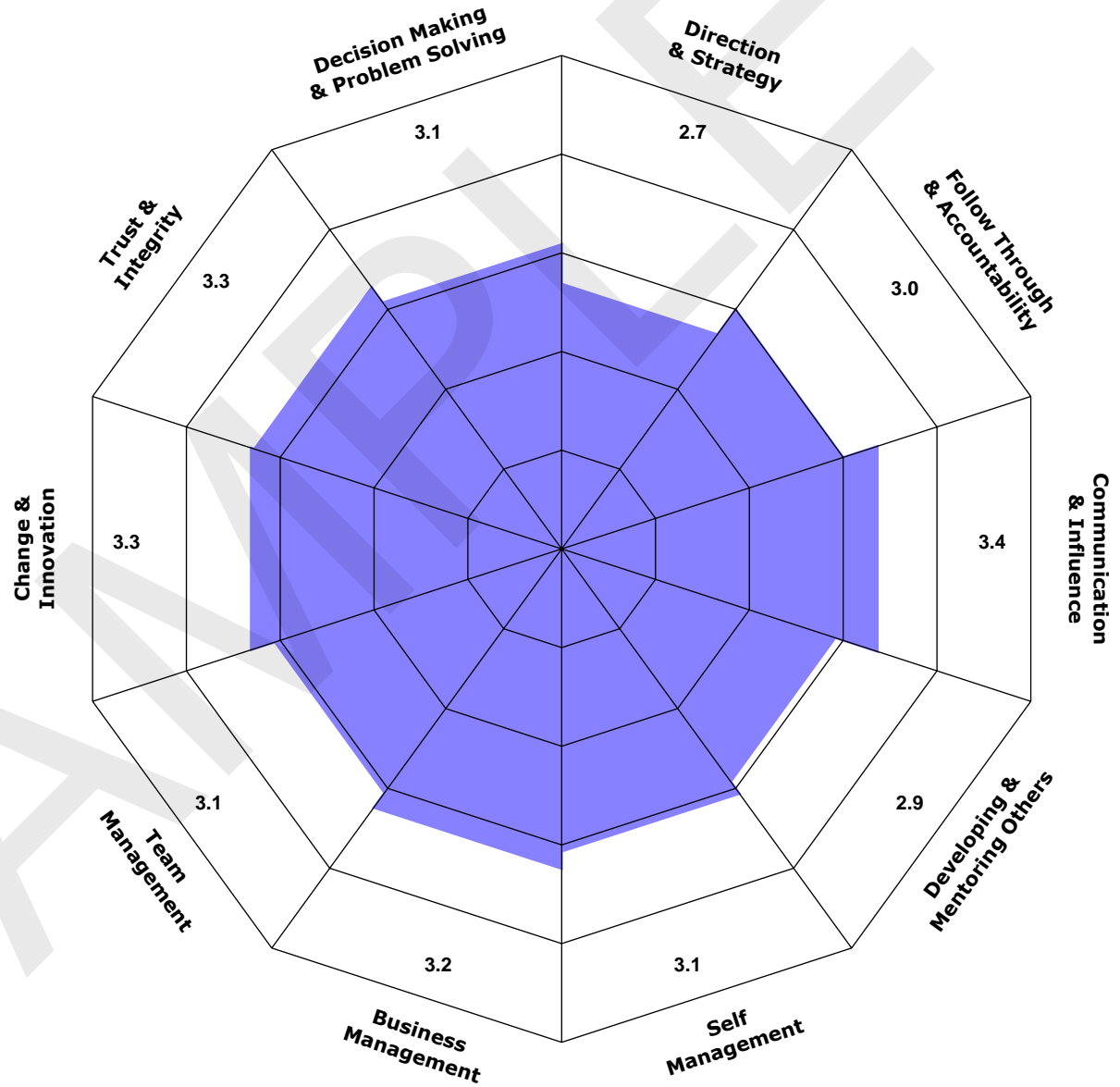
## Combined Rater Profile for: Sample Report

### Assessment Scale

- 1 = Rarely
- 2 = Occasionally
- 3 = Often
- 4 = Very Often
- 5 = Always
- N/O = Not Observed

### Rater Breakdown

- 1 Boss(es)
- 4 Peers
- 4 Direct Reports
- 1 Others
- Total of 10 Raters



**All Raters**

## Profiles for: Sample Report

### Assessment Scale

1 = Rarely

2 = Occasionally

3 = Often

4 = Very Often

5 = Always

N/O = Not Observed

A = Direction & Strategy

B = Follow Through & Accountability

C = Communication & Influence

D = Developing & Mentoring Others

E = Self Management

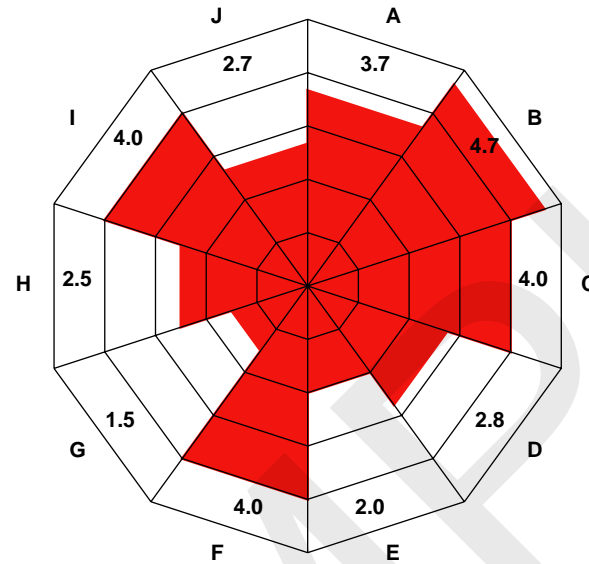
F = Business Management

G = Team Management

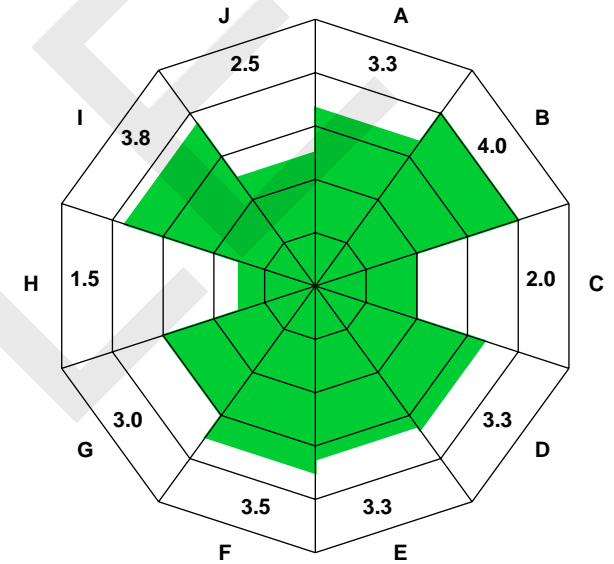
H = Change & Innovation

I = Trust & Integrity

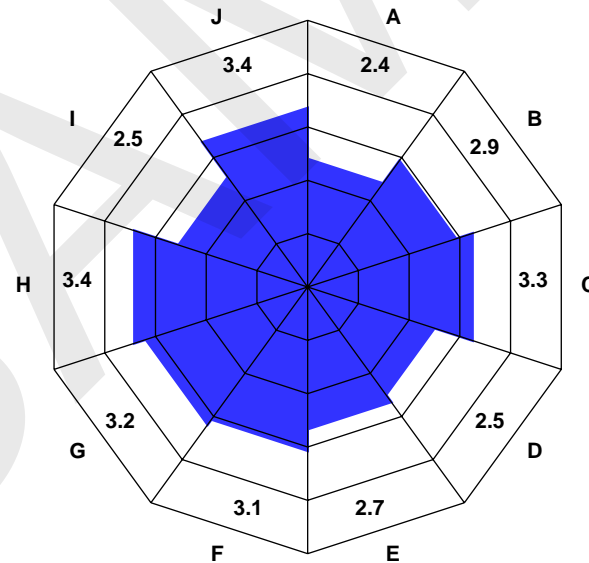
J = Decision Making & Problem Solving



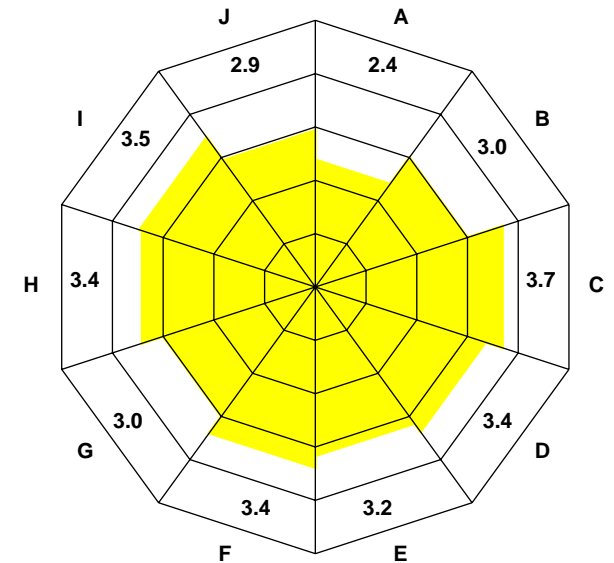
**Self**



**1 Boss(es)**

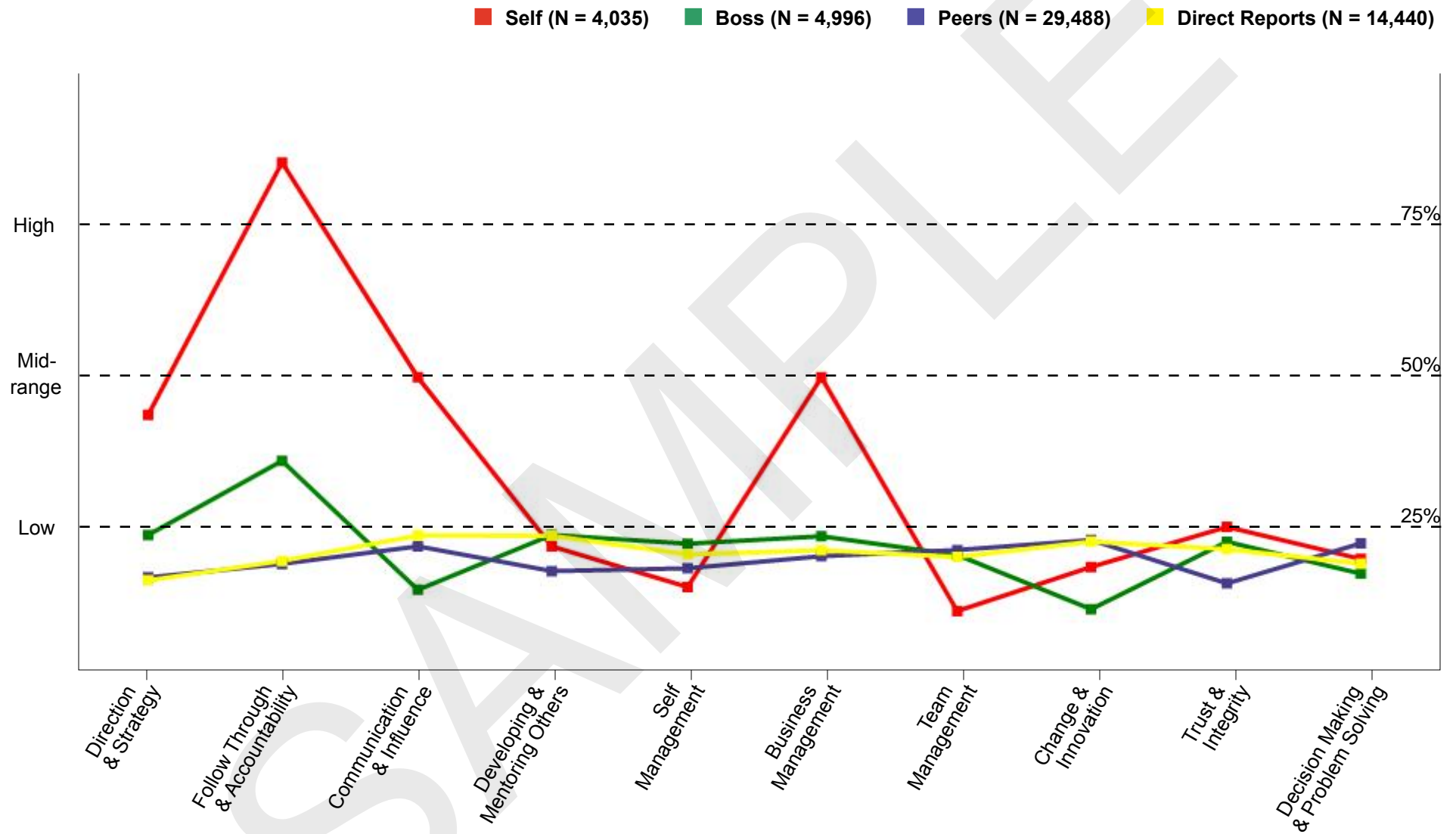


**4 Peers**



**4 Direct Reports**

## Comparative Profile for: Sample Report



High (75th Percentile) - Only 25% of managers in the database scored higher.

Mid-range (50th Percentile) - 50% of managers scored higher.

Low (25th Percentile) - 75% of managers in the database scored higher.

## Individual Items for: Sample Report

Assessment Scale 1 = Rarely 2 = Occasionally 3 = Often 4 = Very Often 5 = Always N/O = Not Observed	Self	Combined Raters	Boss(es)	Direct Reports	Peers	Others											Self Boss Peers Direct Reports Others					Do More	Do Less
							Direct Report Range					Peer Range											
							1	2	3	4	5	1	2	3	4	5							
Direction & Strategy	3.7	2.7	3.3	2.4	2.4																		
1. <div>Communicate the vision and strategy to the team</div> (-)	5.0	2.4		2.3	2.5																		
2. <div>Communicate the vision and strategy to the team</div> (-)	4.0	2.4	2.0	2.8	1.5																		
3. <div>Communicate the vision and strategy to the team</div> (-)	2.0	2.6	4.0	1.7	2.3																		
4. <div>Communicate the vision and strategy to the team</div>	N/O	3.3	4.0	2.7	3.3																		
Follow Through & Accountability	4.7	3.0	4.0	3.0	2.9																		
5. <div>Follow through on commitments</div> (-)	N/O	2.8	5.0	2.0	3.0																		
6. <div>Follow through on commitments</div>	4.0	2.9	2.0	3.3	3.5																		
7. <div>Follow through on commitments</div>	5.0	3.2	5.0	2.8	2.8																		
8. <div>Follow through on commitments</div>	5.0	3.1	4.0	3.8	2.7																		
Communication & Influence	4.0	3.4	2.0	3.7	3.3																		
9. <div>Communicate the vision and strategy to the team</div> (+)	N/O	3.6	2.0	4.0	3.3																		
10. <div>Communicate the vision and strategy to the team</div> (+)	5.0	3.9	1.0	4.0	4.3																		
11. <div>Communicate the vision and strategy to the team</div>	3.0	2.9	2.0	3.0	2.7																		
12. <div>Communicate the vision and strategy to the team</div>	N/O	3.1	3.0	4.0	2.0																		
Developing & Mentoring Others	2.8	2.9	3.3	3.4	2.5																		
13. <div>Develop and mentor others</div>	1.0	2.8	4.0	2.8	2.5																		
14. <div>Develop and mentor others</div>	3.0	2.9	4.0	3.7	2.0																		
15. <div>Develop and mentor others</div> (+)	4.0	3.7		4.5	3.0																		
16. <div>Develop and mentor others</div> (-)	3.0	2.3	2.0	2.3	2.3																		

(+) Ten highest scoring

(-) Ten lowest scoring

## Individual Items for: Sample Report

Assessment Scale 1 = Rarely 2 = Occasionally 3 = Often 4 = Very Often 5 = Always N/O = Not Observed	Self	Combined Raters	Boss(es)	Direct Reports	Peers	Others	Direct Report Range	Peer Range	<div> <div>Self</div> <div>Boss</div> <div>Peers</div> <div>Direct Reports</div> <div>Others</div> </div>	
									Do More	Do Less
							1 2 3 4 5	1 2 3 4 5		
<b>Self Management</b>	<b>2.0</b>	<b>3.1</b>	<b>3.3</b>	<b>3.2</b>	<b>2.7</b>					
17. <i>When I am stressed, I lose my temper and yell at others.</i>	1.0	3.4	5.0	3.0	2.5		┌───┐	┌──┐	■ ■ ■ ■ ■	■
18. <i>When I am stressed, I lose my temper and yell at others.</i>	2.0	3.1	4.0	2.7	3.3		┌──┐	┌───┐	■ ■	■ ■ ■ ■
19. <i>When I am stressed, I lose my temper and yell at others.</i>	2.0	3.4	3.0	3.7	3.3		┌───┐	┌───┐	■ ■	■ ■ ■ ■
20. <i>When I am stressed, I lose my temper and yell at others.</i> (-)	3.0	2.3	1.0	3.5	1.3		┌──┐	┌──┐	■ ■ ■ ■ ■	■ ■ ■
<b>Business Management</b>	<b>4.0</b>	<b>3.2</b>	<b>3.5</b>	<b>3.4</b>	<b>3.1</b>					
21. <i>When I am stressed, I lose my temper and yell at others.</i> (+)	4.0	3.7		3.7	3.3		┌───┐	┌───┐	■ ■ ■	■ ■ ■ ■
22. <i>When I am stressed, I lose my temper and yell at others.</i>	5.0	3.3	4.0	3.7	3.5		┌──┐	┌───┐	■ ■	■ ■ ■ ■
23. <i>When I am stressed, I lose my temper and yell at others.</i> (+)	3.0	3.8		4.0	3.3		┌───┐	┌──┐	■ ■ ■ ■ ■	■ ■ ■ ■
24. <i>When I am stressed, I lose my temper and yell at others.</i> (-)	N/O	2.3	3.0	2.0	2.3		┌──┐	┌───┐	■ ■ ■ ■ ■	■ ■ ■
<b>Team Management</b>	<b>1.5</b>	<b>3.1</b>	<b>3.0</b>	<b>3.0</b>	<b>3.2</b>					
25. <i>When I am stressed, I lose my temper and yell at others.</i> (-)	2.0	2.3	3.0	2.0	2.3		┌──┐	┌───┐	■ ■ ■	■
26. <i>When I am stressed, I lose my temper and yell at others.</i>	1.0	3.1	3.0	3.0	3.3		┌───┐	┌───┐	■ ■	■ ■ ■ ■
27. <i>When I am stressed, I lose my temper and yell at others.</i>	N/O	3.1	3.0	3.5	3.0		┌───┐	┌───┐	■ ■ ■ ■ ■	■ ■ ■
28. <i>When I am stressed, I lose my temper and yell at others.</i> (+)	N/O	3.6	3.0	3.5	4.3		┌───┐	┌──┐	■	■ ■ ■ ■ ■
<b>Change &amp; Innovation</b>	<b>2.5</b>	<b>3.3</b>	<b>1.5</b>	<b>3.4</b>	<b>3.4</b>					
29. <i>When I am stressed, I lose my temper and yell at others.</i> (-)	1.0	2.6	1.0	2.7	3.3		┌───┐	┌───┐	■	■ ■ ■ ■
30. <i>When I am stressed, I lose my temper and yell at others.</i> (+)	1.0	3.6		2.5	4.0		┌───┐	┌───┐	■ ■ ■	■ ■ ■ ■ ■
31. <i>When I am stressed, I lose my temper and yell at others.</i> (+)	3.0	3.6	2.0	3.8	4.0		┌───┐	┌──┐	■ ■ ■	■ ■ ■
32. <i>When I am stressed, I lose my temper and yell at others.</i>	5.0	3.5		4.3	1.5		┌──┐	┌──┐	■ ■ ■ ■	■ ■

(+) Ten highest scoring

(-) Ten lowest scoring

## Individual Items for: Sample Report

Assessment Scale 1 = Rarely 2 = Occasionally 3 = Often 4 = Very Often 5 = Always N/O = Not Observed	Self	Combined Raters	Boss(es)	Direct Reports	Peers	Others	Direct Report Range					Peer Range					Self Boss Peers Direct Reports Others					Do More	Do Less
							1	2	3	4	5	1	2	3	4	5							
Trust & Integrity	4.0	3.3	3.8	3.5	2.5																		
33. <div> </div> (+)	5.0	3.9	5.0	3.8	3.3																		
34. <div> </div> (-)	5.0	2.2	2.0	2.5	1.0																		
35. <div> </div>	4.0	3.1	4.0	3.8	1.3																		
36. <div> </div>	2.0	3.6	4.0	4.0	3.3																		
Decision Making & Problem Solving	2.7	3.1	2.5	2.9	3.4																		
37. <div> </div>	N/O	2.9	3.0	3.3	2.3																		
38. <div> </div>	4.0	3.0	4.0	2.3	3.7																		
39. <div> </div> (+)	2.0	3.7	2.0	3.3	4.5																		
40. <div> </div>	2.0	2.8	1.0	3.0	2.8																		

(+) Ten highest scoring

(-) Ten lowest scoring

## High/Low Profile for: Sample Report

Assessment Scale		Score				
1 = Rarely						
2 = Occasionally						
3 = Often						
4 = Very Often						
5 = Always						
N/O = Not Observed						
Ten Highest Scoring Items (All Raters)		1.0	2.0	3.0	4.0	5.0
10.	When working with others, I am usually the one who gets things done.					
33.	When working with others, I am usually the one who gets things done.					
23.	When working with others, I am usually the one who gets things done.					
15.	When working with others, I am usually the one who gets things done.					
21.	When working with others, I am usually the one who gets things done.					
39.	When working with others, I am usually the one who gets things done.					
9.	When working with others, I am usually the one who gets things done.					
28.	When working with others, I am usually the one who gets things done.					
30.	When working with others, I am usually the one who gets things done.					
31.	When working with others, I am usually the one who gets things done.					
Ten Lowest Scoring Items (All Raters)		1.0	2.0	3.0	4.0	5.0
5.	When working with others, I am usually the one who gets things done.					
3.	When working with others, I am usually the one who gets things done.					
29.	When working with others, I am usually the one who gets things done.					
1.	When working with others, I am usually the one who gets things done.					
2.	When working with others, I am usually the one who gets things done.					
16.	When working with others, I am usually the one who gets things done.					
20.	When working with others, I am usually the one who gets things done.					
24.	When working with others, I am usually the one who gets things done.					
25.	When working with others, I am usually the one who gets things done.					
34.	When working with others, I am usually the one who gets things done.					