

# Leadership Impact Expert Selection

## Chris Park



Professional  
Styles

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## About this Report

This report is based upon the Wave® Styles assessment, which explores an individual's motives, preferences, needs and talents in critical work areas.

The results are based on a comparison with an international group of over 18,000 senior managers and executives.

Since the questionnaire is a self-report measure, the results reflect the individual's self-perception. Our extensive research has shown this to be a good indicator of how people are likely to operate in the workplace. Nevertheless, due consideration must be given to the subjective nature of using an individual's self-perception in the interpretation of these data.

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 remain a good reflection of the individual's self-perception for 12-24 months, depending upon circumstances.

The report was produced using Saville Assessment software systems. It has been derived from the results of an assessment completed by the respondent, and reflects the responses they made.

This report has been generated electronically. Saville Assessment do not guarantee that it has not been changed or edited. We can accept no liability for the consequences of the use of this report, howsoever arising.

The application of this assessment is limited to Saville Assessment employees, agents of Saville Assessment and clients authorised by Saville Assessment.

# Introduction

## Response Overview

The Response Overview provides a summary of Chris Park's responses on the questionnaire. The four indicators in the Response Summary highlight any extreme response patterns.

## Summary Leadership Styles Profile

The Summary Leadership Styles Profile provides an overview of the 18 Leadership Styles arranged under the three Ps of leadership.

## Professional, People and Pioneering Leadership Styles Profiles

The Professional, People and Pioneering Leadership Styles Profiles focus on the 18 Leadership Styles and the underlying 36 dimensions.

## Situational Leadership Profile

The Situational Leadership Profile gives an indication of the workplace situations in which Chris Park is likely to be more or less effective as a leader. This profile shows the top and bottom ranked situations, based on responses to the Styles questionnaire.

## Leadership Impact Potential Prediction

The Leadership Impact Potential Prediction gives a unique prediction of Chris Park's likely strengths and limitations in nine key Leadership Impact areas. The prediction should be interpreted against key work requirements as established through job analysis or profiling methods. Highly positive profiles may reflect an unrealistically positive self-view whilst low scoring profiles may reflect an overly critical self-view. In such cases it is particularly important to verify the results against other information.

## Interview Questions

The Interview Questions are based on the nine Leadership Impact areas. More targeted probes are provided for underlying behaviours where Chris Park's scores indicate a potential challenge area. For each Impact area, a score interpretation is provided based on the combination of underlying Leadership Styles. Please note that this is for the interviewer's information only and is not to be fed back to the candidate.

## Interview Summary

Immediately after the interview, review the candidate's answers and assign a score for each interview Impact area.

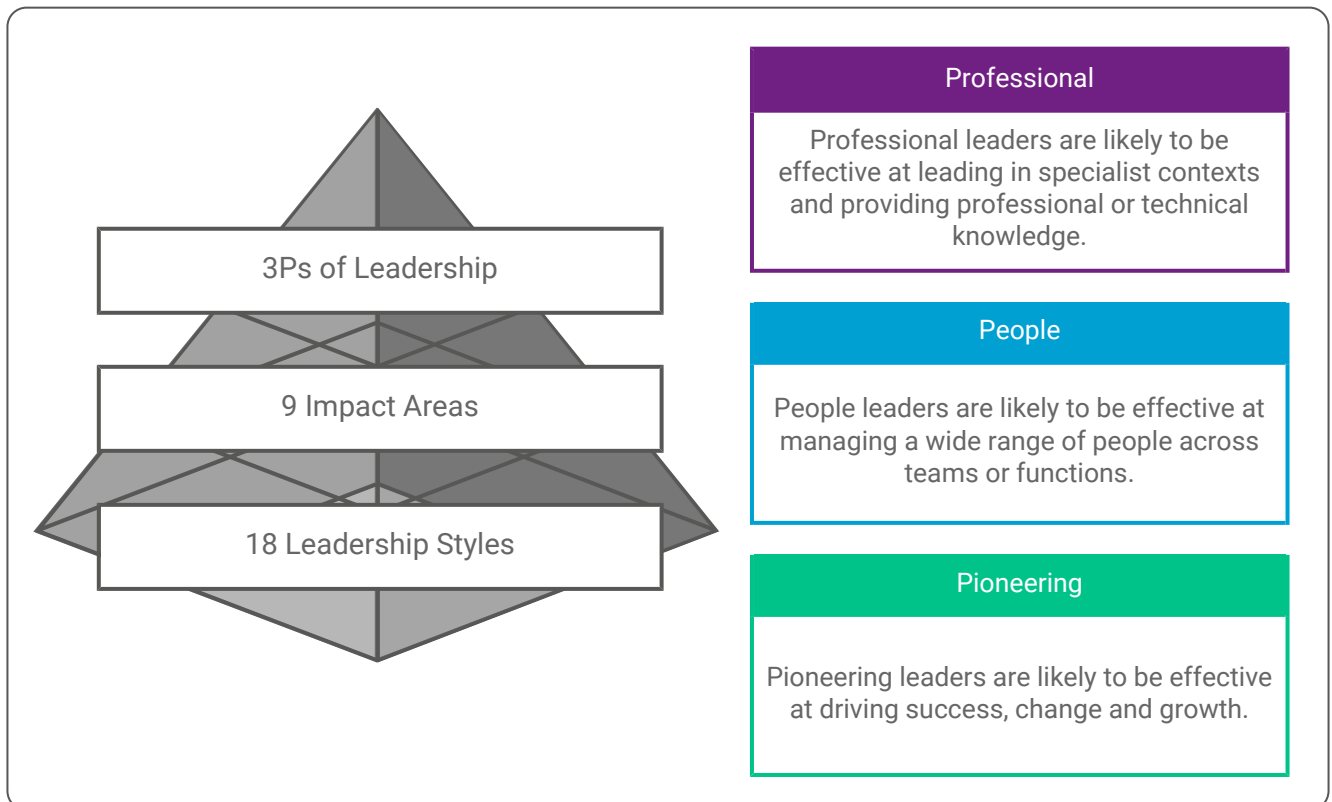
1	2	3	4	5
Poor	Marginal	Acceptable	Good	Excellent
Evidence provided is weak or even negative, and/or they are unable to provide positive examples for the Impact area.	Demonstrated a limited amount of positive evidence and/or weak evidence against the Impact area.	Generally provided positive evidence, with some weaker evidence against the Impact area.	Provided strong positive evidence against the Impact area, with limited weaker evidence.	Consistently provided very strong positive evidence against the Impact area.

# Introducing the Leadership Impact Model

The Leadership Impact model is a hierarchical model of leadership effectiveness. At the top of the hierarchy, the 3P factors represent three main approaches to effective workplace leadership.

Each of the three Ps can be broken down into three Impact areas. These represent nine areas at work in which leaders can exert a critical impact. The nine Impact areas can be thought of as primary components of effective workplace leadership. In the Leadership Impact model, there are also 18 Leadership Styles which are broadly aligned to the nine Impact areas.

The diagram below shows the hierarchy of the Leadership Impact model.



## Leadership Impact Model Summary



## Response Overview

This profile provides a summary of response patterns based on Chris Park's completion of the Styles questionnaire followed by an explanation of the profile structure. The pattern of responses should be kept in mind when interpreting the Styles Profile.

### Response Summary

	1	2	3	4	5	6	7	8	9	10
<b>Ratings Acquiescence</b> Overall, neither overly lenient nor critical in self-ratings										
<b>Consistency of Rankings</b> Highly consistent in rank ordering of characteristics										
<b>Normative-Ipsative Agreement</b> Overall, there is a fairly high degree of alignment between normative and ipsative scores										
<b>Motive-Talent Agreement</b> Overall, the degree of alignment between Motive and Talent scores is typical of most people										

### Profile Breakdown

Saville Assessment's extensive research indicates the best predictor of performance at work is generally the score indicated by the Sten marker (combined normative-ipsative). Information is also provided on subtle differences highlighted by the profile, which are unique to Wave reporting:

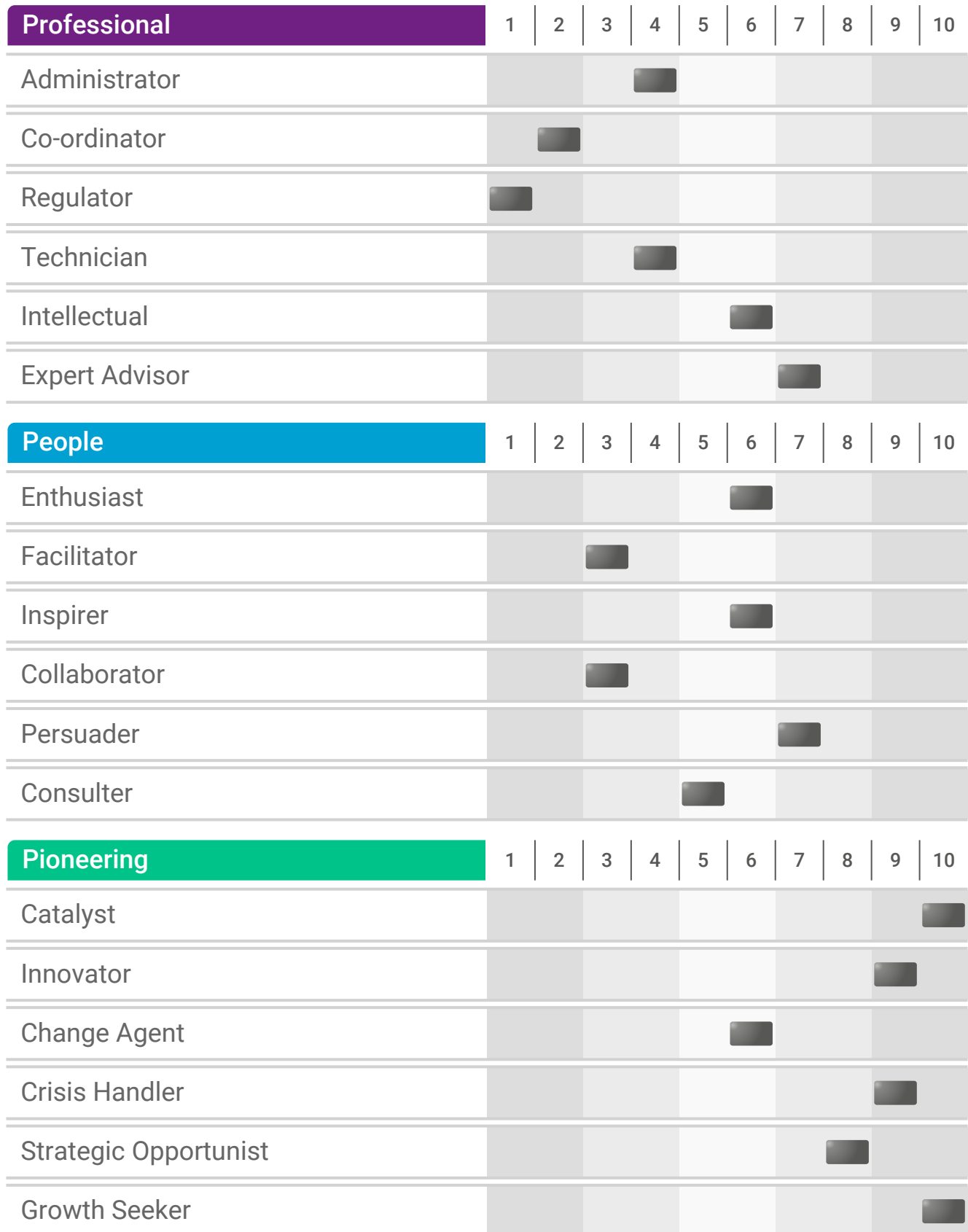
||||| **Facet Range.** Where the range of facet scores within any dimension is of three Stens or more, this is indicated both by hatching on the dimension scale and the provision of individual facet scores in brackets alongside each verbal facet description.

**N - I Normative-Ipsative Split.** Differences between normative (rating) and ipsative (ranking) scores of three Stens or more are indicated by the markers **N** and **I**, respectively. Where ipsative scores are higher than normative ones, the person may have been overly self critical in their normative self descriptions. If normative scores are higher than ipsative, it may mean that the person has been less self critical and has possibly exaggerated their normative description. This provides specific areas for further verification, rather than one unspecified measure of social desirability.

**M - T Motive-Talent Split.** Differences between motive and talent scores of three Stens or more on a given dimension are indicated by the markers **M** and **T**, respectively. Such differences may suggest an incentive to develop in given areas, or indicate areas where environmental influences are having a strong impact.

## Summary Leadership Styles Profile

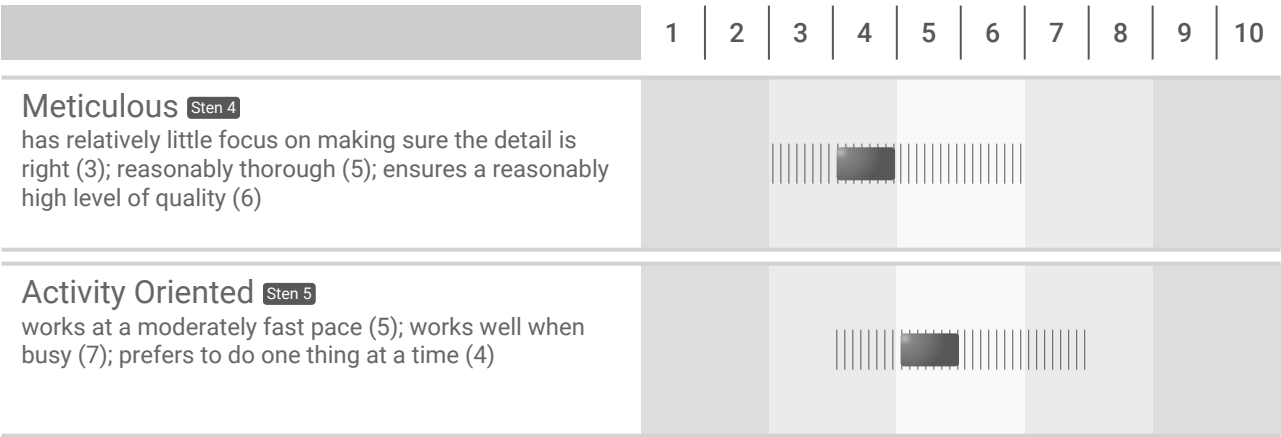
This profile provides a summary of Chris Park's Leadership Styles, with the 18 Leadership Styles shown.



# Leadership Styles Profile - Professional Service & Product Delivery

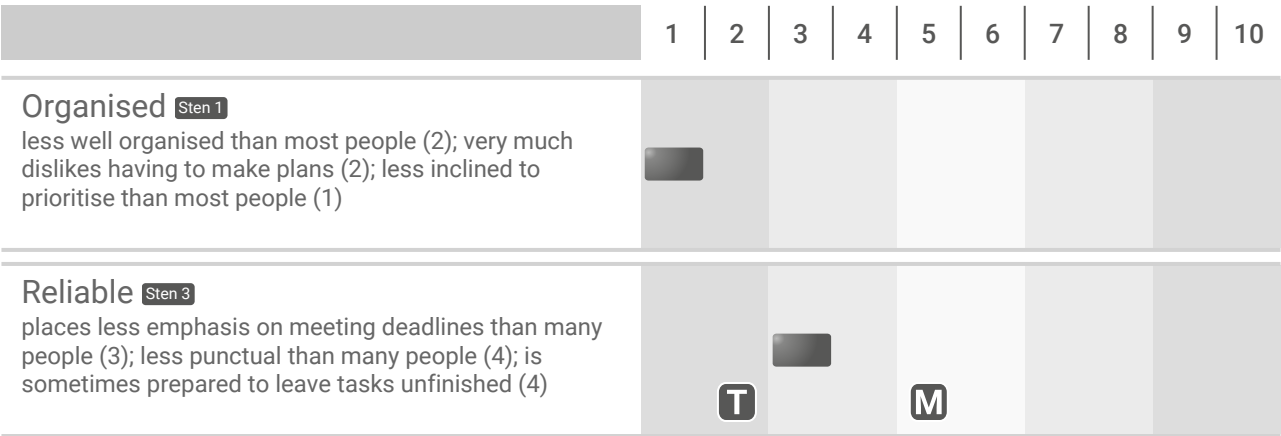
## Administrator (4)

Administrators focus on the quality of work while also maintaining activity levels.



## Co-ordinator (2)

Co-ordinators organise and realise detailed plans.



## Service & Product Delivery - Reflections for Development

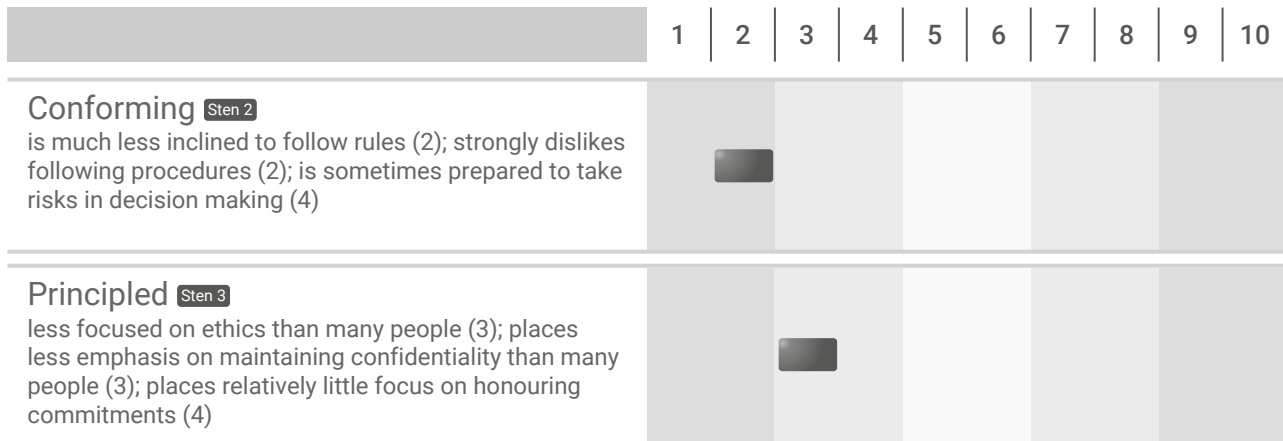
Ensure that teams and groups within the organisation are directly accountable for their work. Ensure the necessary effort and resources are invested when required and there is an expectation of high quality and deadlines being met.

Is there a risk that services and products are being delivered too slowly, or that they're not of a sufficient level of quality? Reviewing deliverables at the end of projects can provide useful feedback for future improvements.

# Leadership Styles Profile - Professional Managed Risk

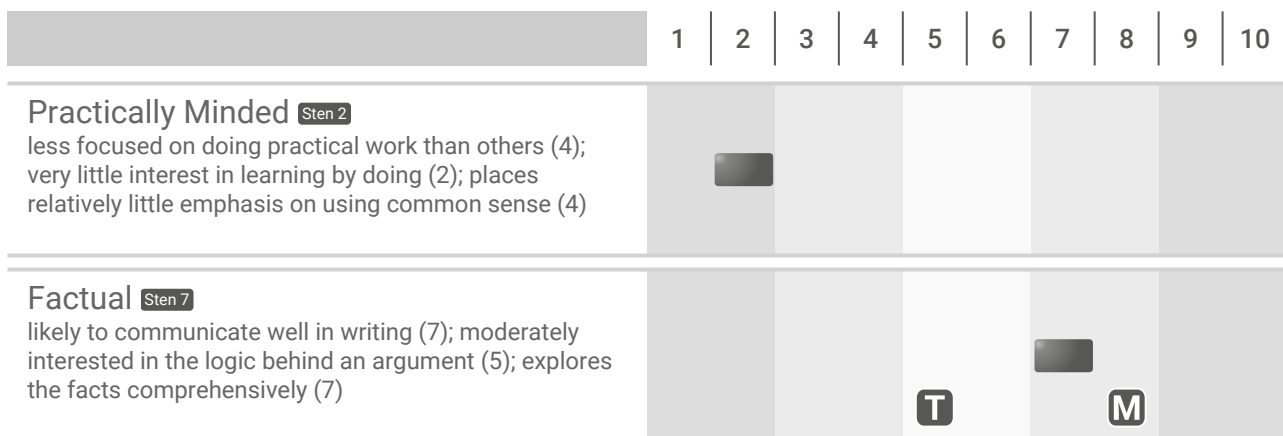
## Regulator (1)

Regulators make use of established principles and procedures to guide their leadership.



## Technician (4)

Technicians combine practical skills and factual understanding to develop solutions to issues.



## Managed Risk - Reflections for Development

Ensure that staff have the technical resources and relevant facts to properly understand the correct way to do things.

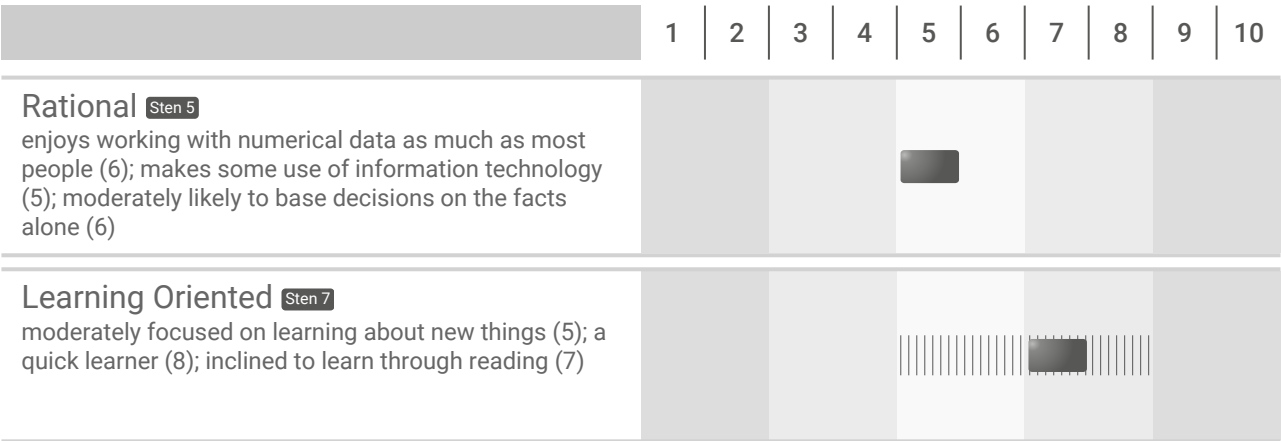
Could increasing your focus on procedures and practicalities help ensure that things are done in the right way to avoid unnecessary risk? Try to ensure that staff understand how things should be done correctly.



# Leadership Styles Profile - Professional Expert Reputation

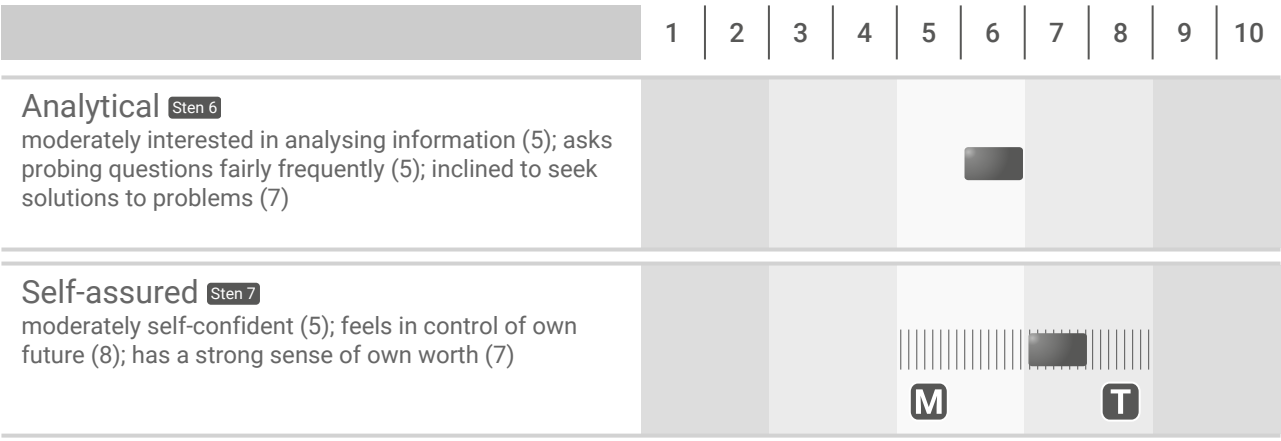
## Intellectual (6)

Intellectuals lead by developing understanding and capability within their team.



## Expert Advisor (7)

Expert Advisors combine analytical capability with an underlying self-confidence in their approach.



## Expert Reputation - Reflections for Development

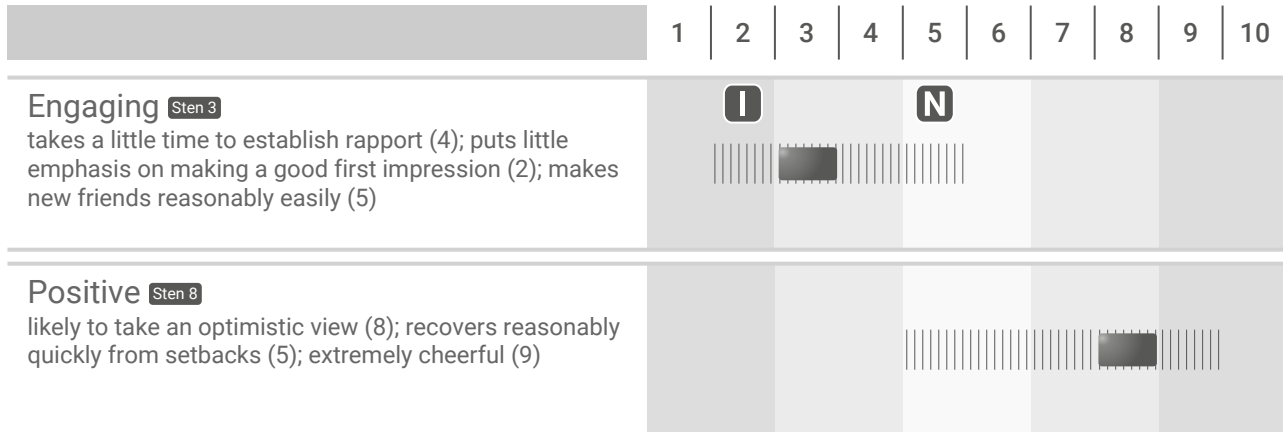
Inspire others to develop their expertise and knowledge. Encourage a culture of learning in the organisation and ensure that time is devoted to sharing knowledge and expertise.

Could your expertise be used to greater effect if you spent more time with less technically-able colleagues and staff? Reflect on how much time you spend coaching other people.

# Leadership Styles Profile - People Organisational Commitment

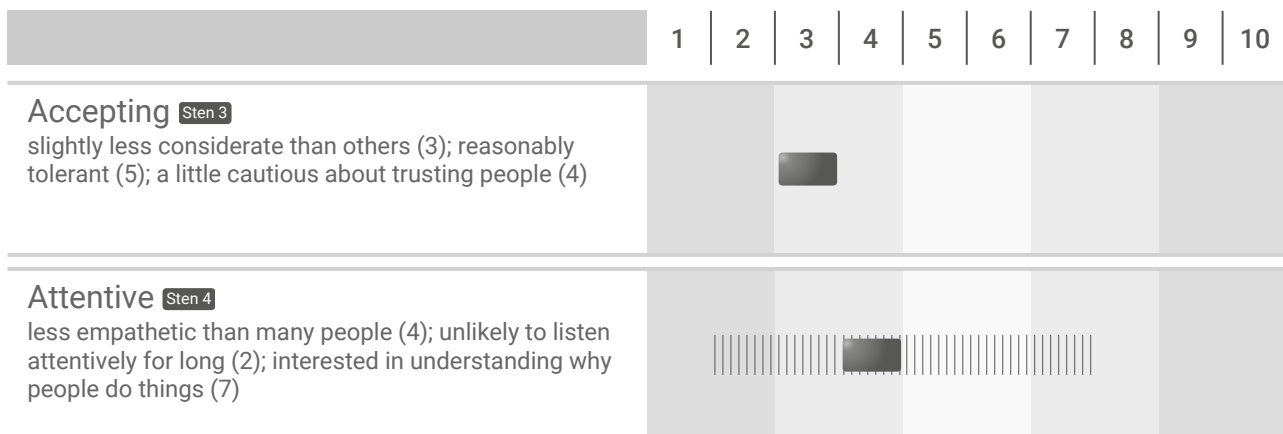
## Enthusiast (6)

Enthusiasts engage others by building rapport and taking an optimistic approach.



## Facilitator (3)

Facilitators lead by responding to the needs of others.



## Organisational Commitment - Reflections for Development

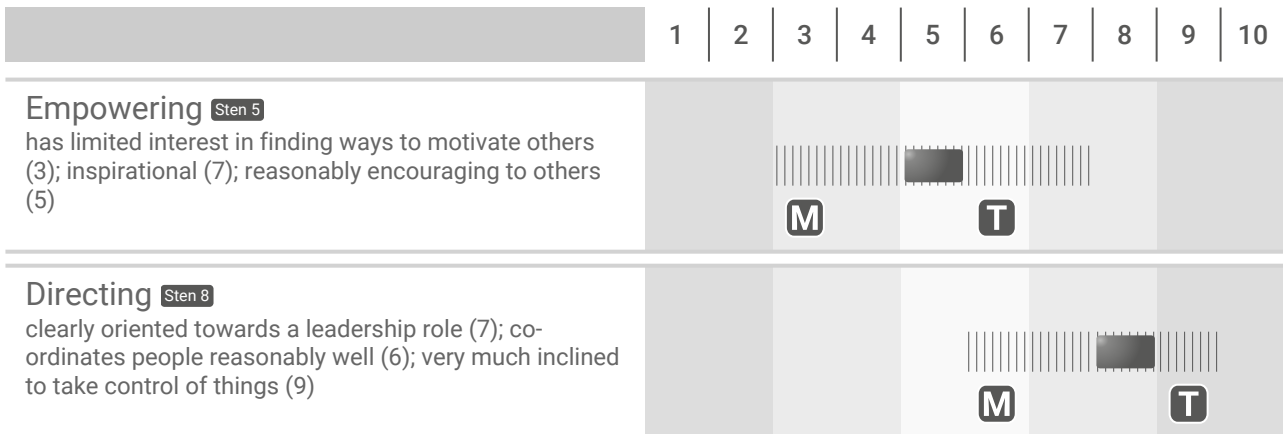
Enhance existing organisational commitment by ensuring that you are interacting widely with colleagues and spreading your enthusiasm.

Could you do more to build longer-term employee commitment? Initial enthusiasm is likely to be enhanced by better understanding people's concerns and needs.

## Leadership Styles Profile - People Successful Teams

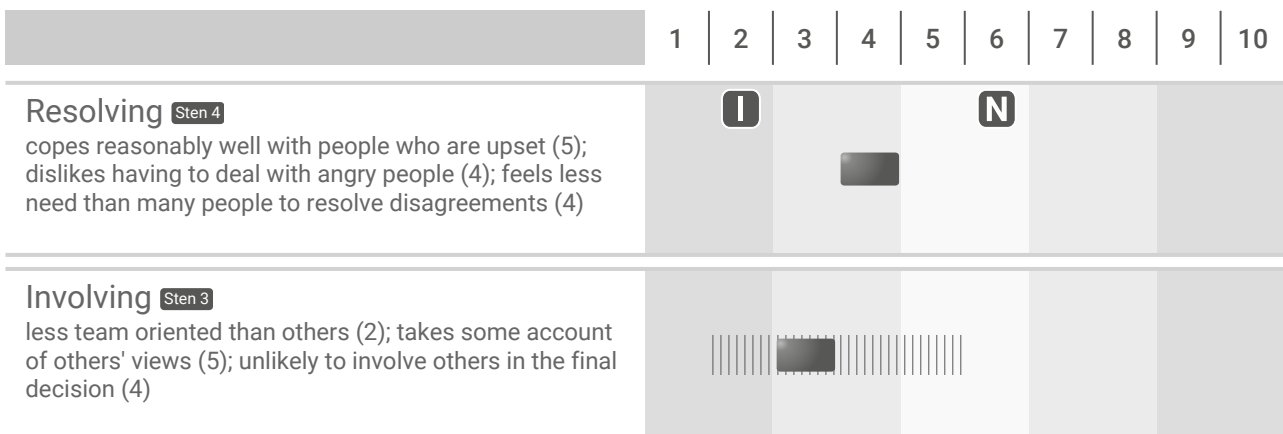
## Inspirer (6)

Inspirers lead by motivating others while asserting themselves in the leadership role.



## Collaborator (3)

Collaborators lead by encouraging others to work together constructively in order to achieve goals.



## Successful Teams - Reflections for Development

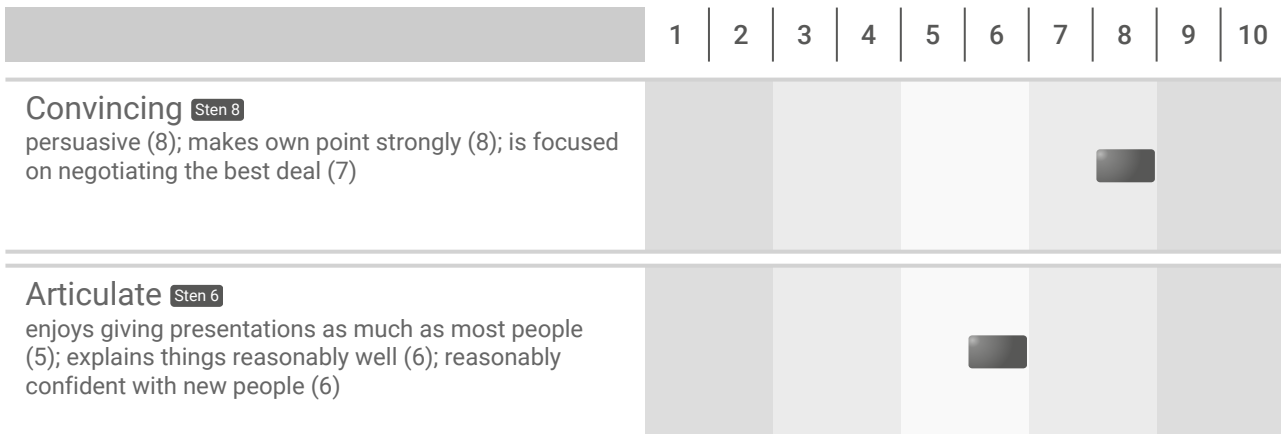
Enhance team success by ensuring time is devoted to directing and inspiring each individual within the team.

Could leadership effectiveness be enhanced by intervening more quickly when the team is not doing so well? Get involved when it matters most.

## Leadership Styles Profile - People Communication

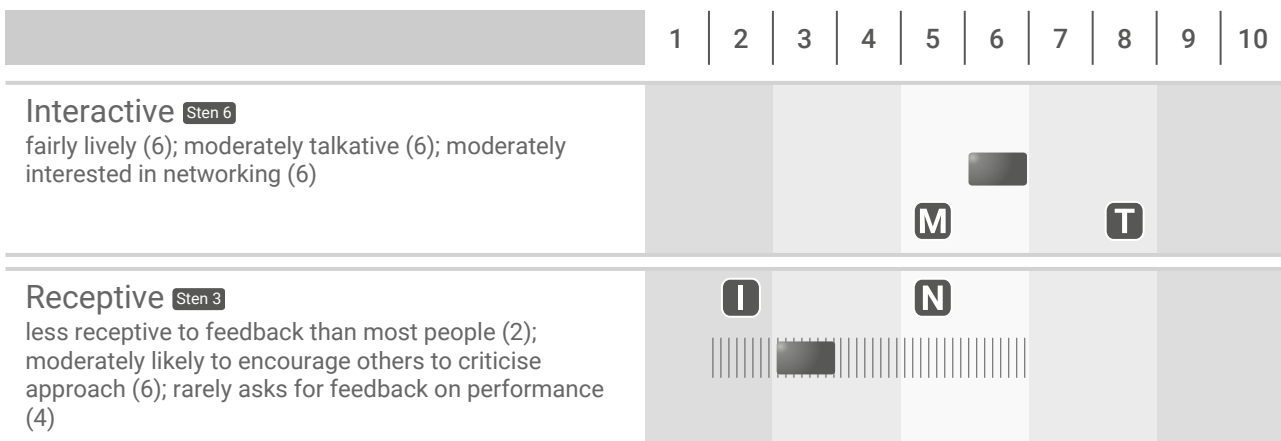
### Persuader (7)

Persuaders lead through active communication and seek agreements which are mutually beneficial.



### Consulter (5)

Consulters develop wide networks of contacts and are responsive to external feedback.



### Communication - Reflections for Development

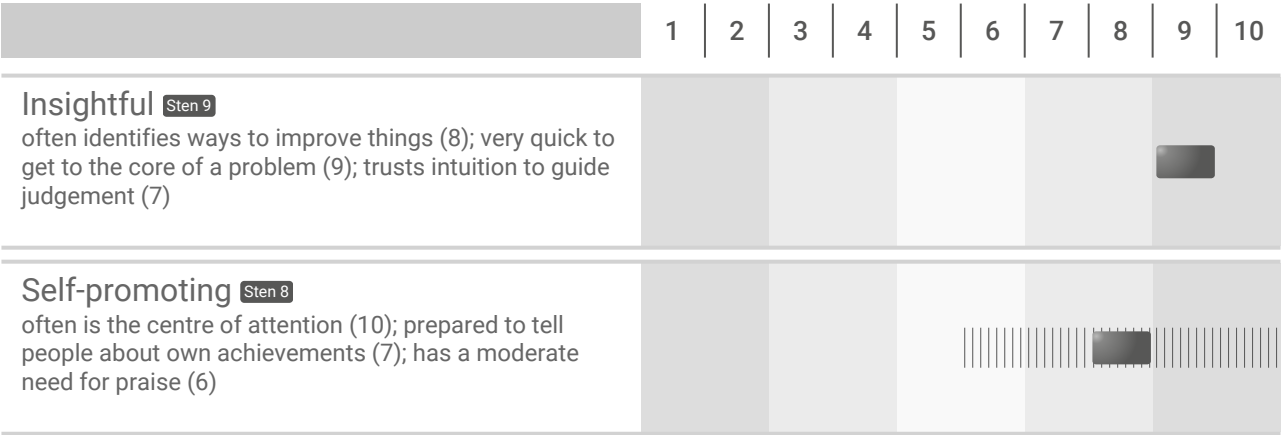
Make sure you are spending time on communicating the issues which will make a real difference both inside and outside of the organisation.

Could impact be enhanced by taking more time to interact with people and finding out what is important to them? Be open to communication and feedback from others.

# Leadership Styles Profile - Pioneering New Products/Markets

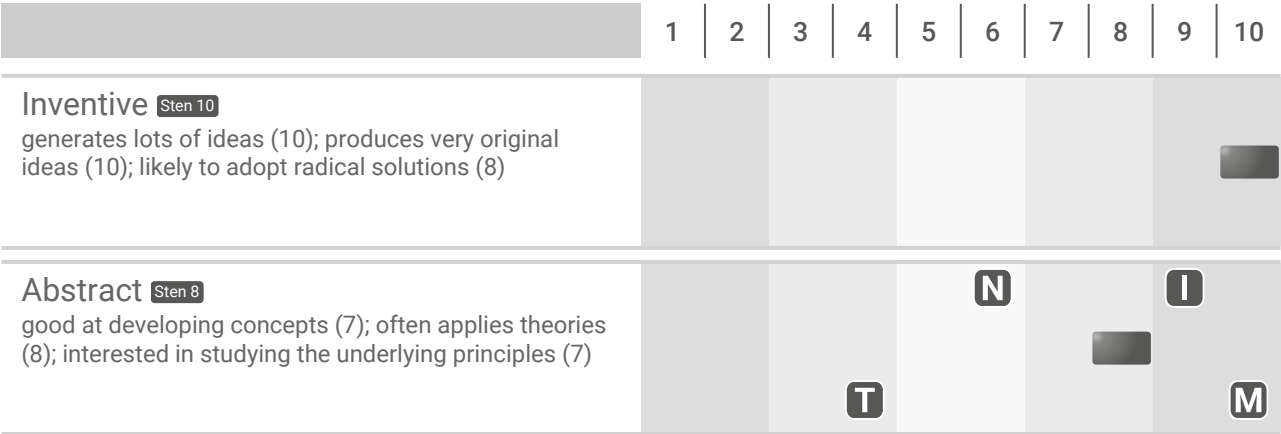
## Catalyst (10)

Catalysts promote new initiatives by offering their insights and putting forward their approach.



## Innovator (9)

Innovators foster a creative and conceptual environment where original thought is valued.



## New Products/Markets - Reflections for Development

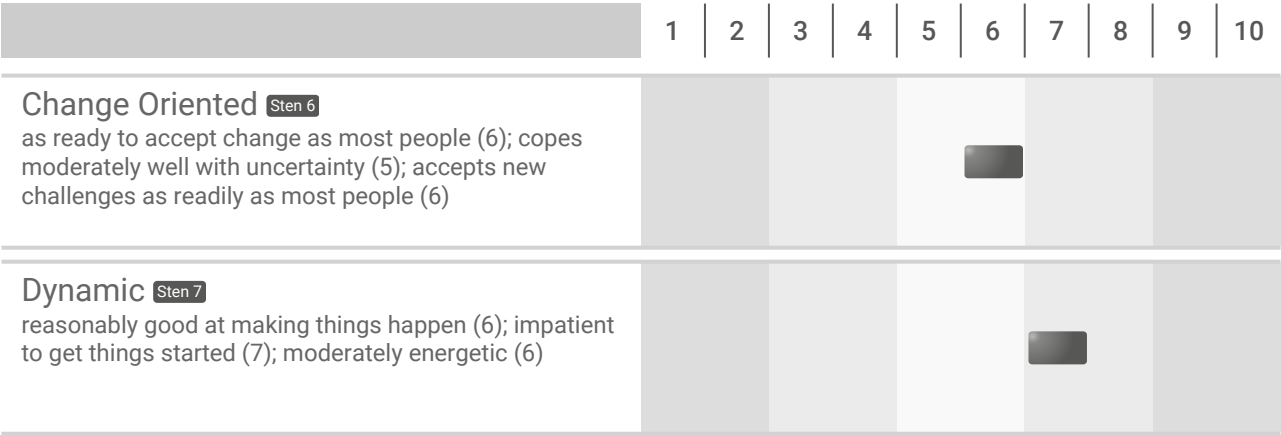
Utilise your own creativity and enhance it in others by encouraging interactions amongst especially innovative individuals.

Are you ensuring that innovation is optimised and that the best ideas are adopted, even when they're not your own? Might it be useful to spend more time building on other people's ideas?

# Leadership Styles Profile - Pioneering Organisational Transformation

## Change Agent (6)

Change Agents seek out change and act to get things done differently.



## Crisis Handler (9)

Crisis Handlers react to issues as they arise and decisively deal with crisis situations.



## Organisational Transformation - Reflections for Development

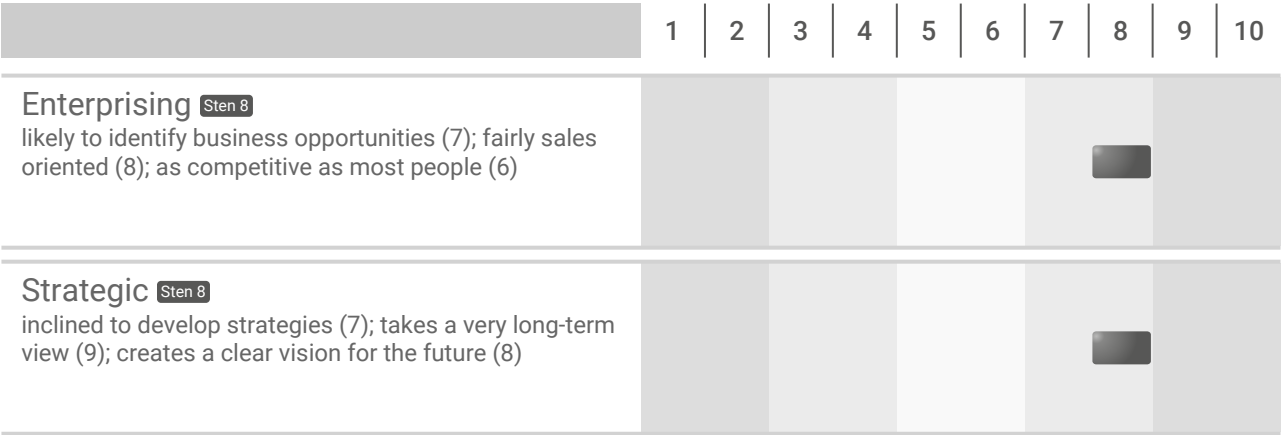
Spend time identifying where there is the greatest shortfall between expectations and actual performance. Lead others to address the issues and bring about change which makes real tangible benefits.

Is there a risk of being too focused on 'change for change's sake'? Focusing on novelty can often be valuable, but avoid imposing unnecessary change where established approaches are already effective.

# Leadership Styles Profile - Pioneering Organisational Growth

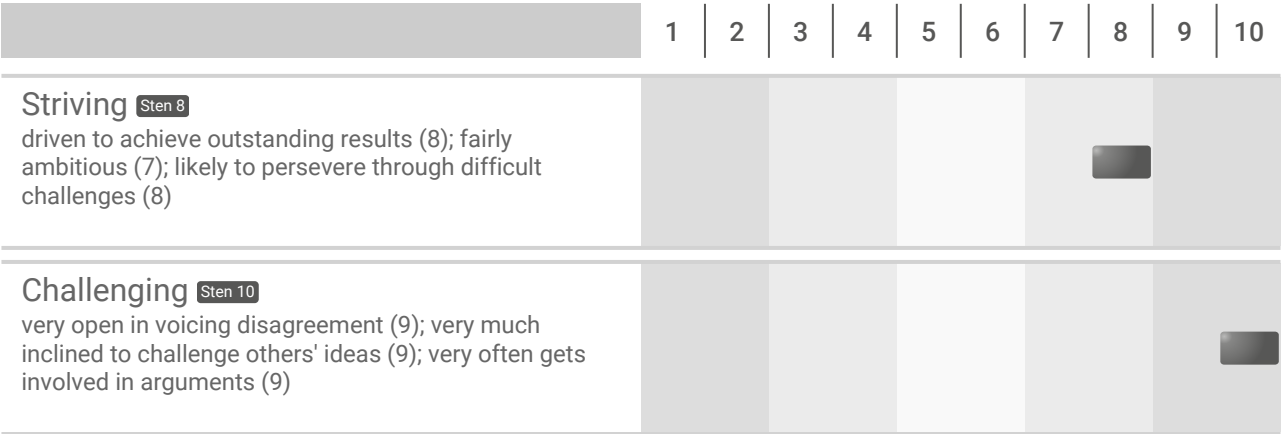
## Strategic Opportunist (8)

Strategic Opportunists combine competitiveness with strategic awareness.



## Growth Seeker (10)

Growth Seekers combine a drive to achieve with a willingness to challenge the approaches of others.



## Organisational Growth - Reflections for Development

Challenge different organisational areas and/or individuals to achieve more outstanding results. Invest more of your resources in creating a high performance culture.

Is there ever a risk of challenging others too much and being seen to strive for results at all costs? Be aware of individuals feeling so pressurised that their effectiveness and motivation declines.

## Situational Leadership Profile

This profile gives an indication of the workplace situations in which Chris Park is likely to be more or less effective as a leader.

### Chris Park is likely to be more effective as a leader where:

- + there is a need to drive success, including challenging current working practices
- + there is value in the leader promoting themselves and their suggestions to improve things
- + creativity and new concepts are important
- + remaining calm and decisive under pressure is especially valuable
- + taking a longer-term view and capitalising on opportunities is important for future success

### Chris Park is likely to be less effective as a leader where:

- ? rules, regulations and principles are essential for guiding behaviour
- ? strong planning is critical to completing tasks
- ? there is a need for people with conflicting views to work well together
- ? there is a real requirement to show empathy and a concern for others
- ? practical understanding is required to guide others and take a logical approach



# Leadership Impact Potential Prediction

This profile provides a summary of the likely potential of Chris Park to demonstrate Leadership Impact in the nine key Impact areas. It is based on Chris Park's responses to the Styles questionnaire.

Impact Area		Leadership Impact Potential	
Professional	<b>Service &amp; Product Delivery</b> maintaining productive delivery of goods and/or services; driving quality customer service; delivering appropriate solutions		<b>Very Low</b> higher potential than about 5% of the comparison group
	<b>Managed Risk</b> actively controlling risk; championing effective corporate governance; ensuring compliance with policies, procedures and legal requirements		<b>Extremely Low</b> higher potential than about 1% of the comparison group
	<b>Expert Reputation</b> building organisational expertise; promoting technical excellence; enhancing organisational reputation		<b>High</b> higher potential than about 90% of the comparison group
People	<b>Organisational Commitment</b> creating a shared sense of purpose; enhancing employee motivation; building organisational morale		<b>Fairly Low</b> higher potential than about 25% of the comparison group
	<b>Successful Teams</b> building effective teams; attracting and developing talent; utilising potential		<b>Fairly Low</b> higher potential than about 25% of the comparison group
	<b>Communication</b> delivering influential communication; building cross-functional/geographic communication; encouraging involvement and consultation		<b>Average</b> higher potential than about 60% of the comparison group
Pioneering	<b>New Products/Markets</b> identifying market gaps or routes to market; cultivating innovation; generating impactful solutions		<b>Extremely High</b> higher potential than about 99% of the comparison group
	<b>Organisational Transformation</b> delivering organisational transformation; building commitment to change; actively managing change processes		<b>High</b> higher potential than about 90% of the comparison group
	<b>Organisational Growth</b> increasing stakeholder value; establishing challenging organisational goals; driving organisational success		<b>Very High</b> higher potential than about 95% of the comparison group

## Interview Questions - Professional Service & Product Delivery

☐ When have you significantly improved the delivery and quality levels of an important product or service?

- What specific steps did you take to ensure standards of quality were improved throughout the delivery?
- What important details did you focus on?
- How did you ensure an increased volume of output was delivered?
- How did your planning contribute to how timely the delivery was?
- What did you do to increase the efficient use of people and resources?
- How effective was your approach in meeting all deadlines?
- What benefits did the improved delivery of this product or service bring to the organisation?

Profile indicates: Less likely to deliver high-quality services and products to time.

### Interview Score - Service & Product Delivery

Negative	1	2	3	4	5	Positive
Does not improve delivery of high-quality products and services						Improves delivery of high-quality products and services
Fails to take personal action to ensure improved quality						Takes personal action to ensure improved quality
Avoids making clear plans to ensure timely delivery						Makes clear plans to ensure timely delivery

Total

# Interview Questions - Professional Managed Risk

☐ Give an example of when you have taken a course of action to reduce organisational risk and increase compliance.

- Why was compliance important in managing the risk?
- What specific actions did you take to ensure increased compliance?
- What ethical considerations did you face?
- What did you do to ensure that the actions taken to reduce organisational risk were fit for purpose?
- How did you practically demonstrate that there was greater compliance and reduced risk?
- How successful was your intervention in reducing risk and increasing compliance in the longer term?

Profile indicates: Less likely to follow established procedures and may not fully understand the associated technical practicalities.

## Interview Score - Managed Risk

Negative	1	2	3	4	5	Positive
Puts little effort into managing organisational risk						Actively manages organisational risk
Fails to demonstrate use of established principles and procedures						Demonstrates use of established principles and procedures
Demonstrates little understanding of the practical implications of managing risk						Demonstrates understanding of the practical implications of managing risk

Total

# Interview Questions - Professional Expert Reputation

☐ When have you worked with a team to build their analytical expertise?

- Why did they need to build their expertise?
- How did you work with them to use technology effectively to enhance analysis?
- What specialist knowledge did you bring?
- How did building this expertise affect the reputation of the team and beyond?

Profile indicates: Likely to use analytical capability to confidently build expertise in themselves and others.

## Interview Score - Expert Reputation

Negative	1	2	3	4	5	Positive
Demonstrates little evidence of building expertise to enhance reputation						Demonstrates evidence of building expertise to enhance reputation
Does not build knowledge, expertise and understanding in self and others						Builds knowledge, expertise and understanding in self and others
Displays little confidence in specialist expertise						Confidently shares specialist expertise

Total

# Interview Questions - People Organisational Commitment

☐ Tell me about a time when you have strengthened the commitment of others within your organisation.

- What actions did you take to engage positively with others?
- How did you build rapport with everyone involved?
- How did you respond to others' needs?
- What did you do to show consideration for others' concerns?
- How did you know people felt they were listened to?
- What tangible effects were there on the level of commitment in others?

Profile indicates: Likely to be enthusiastic and engaging, with less of a focus on understanding the needs of others.

## Interview Score - Organisational Commitment

Negative	1	2	3	4	5	Positive
Provides little evidence of actions taken to enhance other' organisational commitment						Provides evidence of actions taken to enhance others' organisational commitment
Fails to engage enthusiastically with others						Engages enthusiastically with others
Feels little need to understand and respond to the needs of others						Understands and responds to the needs of others

Total

# Interview Questions - People

## Successful Teams

☐ When have you inspired a team to achieve a shared goal by working constructively together?

- How did you inspire the team?
- What did you do to ensure people were motivated to achieve the goal?
- What difficulties did you face in making the team work well together?
- How did you deal with any differences between individuals within the team?
- What actions did you take to encourage better collaboration in the team?
- How successful was the team?

Profile indicates: Likely to provide inspiration and direction, with less focus on working constructively in collaboration with others.

### Interview Score - Successful Teams

Negative	1	2	3	4	5	Positive
Fails to inspire people to work together to achieve goals						Inspires people to work together to achieve goals
Lacks a directive and inspirational approach when leading teams						Demonstrates a directive and inspirational approach when leading teams
Unlikely to encourage others to work together constructively						Encourages others to work together constructively

Total

# Interview Questions - People Communication

☐ When have you successfully communicated with and influenced a wide audience?

- How did you communicate your message persuasively?
- How did you use others in developing your message?
- How did you adapt your message based on feedback from others?
- What impact did your communication have?

Profile indicates: Likely to communicate persuasively, with less consideration of input and feedback from others.

## Interview Score - Communication

Negative	1	2	3	4	5	Positive
Fails to demonstrate influence through their communication						Demonstrates influence through their communication
Does not deliver communication persuasively and articulately						Delivers communication persuasively and articulately
Tends not to gather and respond to the input of others when creating their message						Gathers and responds to the input of others when creating their message

Total

# Interview Questions - Pioneering New Products/Markets

☐ When have you identified and developed an innovative product or service line that has benefited your organisation?

- How did you identify the need for the product or service line?
- What input did you have into the development process?
- What was the benefit to the organisation?

Profile indicates: Likely to come up with new or creative approaches as well as offering insight as to how to improve things.

Interview Score - New Products/Markets

Negative	1	2	3	4	5	Positive
Does not create solutions which have tangible benefits in new products and markets						Creates solutions which have tangible benefits in new products and markets
Fails to promote own initiatives and insights effectively						Promotes own initiatives and insights effectively
Tends not to demonstrate creative and conceptual solutions or approaches						Demonstrates creative and conceptual solutions or approaches

Total



# Interview Questions - Pioneering Organisational Transformation

☐ When have you played a significant role in shaping a challenging organisational transformation?

- What role did you take in the transformation?
- How did you deal with any particular difficulties?
- How did you impact on the outcome of the transformation?

Profile indicates: Likely to seek change and handle crisis situations decisively.

## Interview Score - Organisational Transformation

Negative	1	2	3	4	5	Positive
Does not play a significant role in shaping organisational transformation						Plays a significant role in shaping organisational transformation
Demonstrates little evidence of initiating and driving change						Demonstrates evidence of initiating and driving change
Fails to remain calm and decisive during times of transformation						Remains calm and decisive during times of transformation

Total

# Interview Questions - Pioneering Organisational Growth

☐ When have you identified and pursued an opportunity to drive strategic growth?

- Why was the opportunity strategically important?
- What did you do to pursue this opportunity when faced with challenges from others?
- How did realising the opportunity contribute to organisational growth?

Profile indicates: Likely to capitalise on opportunities to drive strategic growth.

## Interview Score - Organisational Growth

Negative	1	2	3	4	5	Positive
Rarely strives to achieve important goals that impact organisational growth						Strives to achieve important goals that impact organisational growth
Fails to capitalise on important strategic opportunities						Capitalises on important strategic opportunities
Does not demonstrate drive and a willingness to challenge in order to reach goals						Demonstrates drive and a willingness to challenge in order to reach goals

Total

# Interview Summary

Candidate: Chris Park

Interviewer(s):

Date:

Role Applied For:

Page	Area Assessed & Assessment Score	Interview Score
18	Service & Product Delivery (2)	
19	Managed Risk (1)	
20	Expert Reputation (8)	
21	Organisational Commitment (4)	
22	Successful Teams (4)	
23	Communication (6)	
24	New Products/Markets (10)	
25	Organisational Transformation (8)	
26	Organisational Growth (9)	

## Recommendation