





Professional

Styles



Introduction to the Personal Report

Thank you for completing the Styles questionnaire. This report provides you with summary feedback about your motives, preferences, needs and talents in a number of work relevant areas.

When reading this report of your professional style, please remember that it is based on the information that you have provided. It describes how you perceive yourself, rather than how you might be seen by someone else. Nevertheless, research suggests that self-report can be a powerful predictor of how you will operate at work.

Information is provided on the 36 Styles dimensions, which are grouped under 12 section headings for each of the four major clusters - Thought, Influence, Adaptability and Delivery. Each dimension consists of 3 facets.

Your results combine your rating and ranking responses, and have been compared with those of a large group of professionals. For each of the dimensions your score is graphically represented on a 1-10 scale. The dimension score indicates how extreme your results are: Scores of 5 and 6 are typical of the comparison group while 1 and 10 are extreme scores achieved only by about 1% of the comparison group. Beneath each dimension name are verbal descriptions which represent the 3 facet scores that comprise the dimension score. Major variations in the verbal descriptions within a dimension are indicative of a broad range of facet scores, and as such merit reflection and discussion.

On some dimensions (e.g. 'Reliable') most people will rate themselves highly on the relevant questions. As a consequence, and because the results are relative, you may find that you score lower than you might have expected in such areas. It is also important to bear in mind that scores should be interpreted in terms of what is desirable for a particular job role. For example, being 'Conforming' may be desirable for administrative jobs that require strict adherence to rules and procedures but may be undesirable for senior roles that require some degree of risk taking and ingenuity in overcoming bureaucratic rules and procedures.

About this Report

The information contained within this report is likely to provide a valid overview of your motives, preferences, needs and talents at work (relative to others) for 12 to 24 months, depending upon your circumstances.

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

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 questionnaire is limited to Saville Assessment employees, agents of Saville Assessment and clients authorised by Saville Assessment.



Personal Report - Thought Cluster										
Thought										
Evaluative	1	2	3	4	5	6	7	8	9	10
Analytical moderately interested in analysing information; asks probing questions fairly frequently; inclined to seek solutions to problems										
Factual likely to communicate well in writing; moderately interested in the logic behind an argument; explores the facts comprehensively										
Rational enjoys working with numerical data as much as most people; makes some use of information technology; moderately likely to base decisions on the facts alone										
Investigative	1	2	3	4	5	6	7	8	9	10
Learning Oriented moderately focused on learning about new things; a quick learner; inclined to learn through reading										
Practically Minded less focused on doing practical work than others; very little interest in learning by doing; places little emphasis on using common sense		_								
Insightful often identifies ways to improve things; very quick to get to the core of a problem; trusts intuition to guide judgement										
Imaginative	1	2	3	4	5	6	7	8	9	10
Inventive generates lots of ideas; produces very original ideas; extremely likely to adopt radical solutions										
Abstract good at developing concepts; often applies theories; interested in studying the underlying principles										
Strategic inclined to develop strategies; takes a very long term view; creates a clear vision for the future										



·	Personal Report - Influence Cluster										
Influence											
Sociable	1	2	3	4	5	6	7	8	9	10	
Interactive lively; moderately talkative; moderately interested in networking											
Engaging takes a little time to establish rapport; puts little emphasis on making a good first impression; unlikely to seek new friends actively			_								
Self-promoting often is the centre of attention; moderately modest about own achievements; has a moderate need for praise											
Impactful	1	2	3	4	5	6	7	8	9	10	
Convincing persuasive; makes own point strongly; is focused on negotiating the best deal											
Articulate enjoys giving presentations as much as most people; explains things reasonably well; reasonably confident with new people											
Challenging very open in voicing disagreement; very much inclined to challenge others' ideas; very often gets involved in arguments											
Assertive	1	2	3	4	5	6	7	8	9	10	
Purposeful makes quick decisions; prepared to take responsibility for big decisions; holds very firm views on issues											
Directing clearly oriented towards a leadership role; co-ordinates people well; very much inclined to take control of things											
Empowering has limited interest in finding ways to motivate others; inspirational; reasonably encouraging to others											



Personal Report - Adaptability Cluster										
Adaptability										
Resilient	1	2	3	4	5	6	7	8	9	10
Self-assured moderately self-confident; feels in control of own future; has a strong sense of own worth										
Composed rarely gets nervous during important events; reasonably calm before important events; works reasonably well under pressure										
Resolving copes reasonably well with people who are upset; dislikes having to deal with angry people; feels less need than many people to resolve disagreements				_						
Flexible	1	2	3	4	5	6	7	8	9	10
Positive likely to take an optimistic view; recovers reasonably quickly from setbacks; extremely cheerful										
Change Oriented as ready to accept change as most people; copes moderately well with uncertainty; accepts new challenges as readily as most people										
Receptive less receptive to feedback than most people; moderately likely to encourage others to criticise approach; rarely asks for feedback on performance										
Supportive	1	2	3	4	5	6	7	8	9	10
Attentive less empathetic than many people; unlikely to listen attentively for long; interested in understanding why people do things										
Involving less team oriented than others; takes some account of others' views; unlikely to involve others in the final decision										
Accepting slightly less considerate than others; reasonably tolerant; moderately trusting of people				_						



Personal Report - Delivery Cluster											
Delivery											
Conscientious	1	2	3	4	5	6	7	8	9	10	
Reliable places less emphasis on meeting deadlines than many people; less punctual than many people; is sometimes prepared to leave tasks unfinished											
Meticulous has little focus on making sure the detail is right; less thorough than many people; ensures a reasonably high level of quality											
Conforming is much less inclined to follow rules; strongly dislikes following procedures; is sometimes prepared to take risks in decision making											
Structured	1	2	3	4	5	6	7	8	9	10	
Organised less well organised than most people; very much dislikes having to make plans; less inclined to prioritise than most people	_										
Principled less focused on ethics than many people; places less emphasis on maintaining confidentiality than many people; places relatively little focus on honouring commitments											
Activity Oriented works at a moderately fast pace; works well when busy; prefers to do one thing at a time											
Driven	1	2	3	4	5	6	7	8	9	10	
Dynamic good at making things happen; impatient to get things started; moderately energetic											
Enterprising likely to identify business opportunities; fairly sales oriented; competitive											
Striving driven to achieve outstanding results; fairly ambitious; likely to persevere through difficult challenges											