

Feedback that fuels **success.**

Leadership Navigator® for Executives

360° SAMPLE REPORT

Executive Frequency Sample Report Pages

(Reports available electronically
or printed & bound.)

Feedback Report For:

Sample Participant

Job Title:

Sample Job Title

Report Printed:

February 18, 2015

Boss Name:

Linda Hill

Surveys Received:

1 Self

1 Boss

8 Peers

5 Direct Reports



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Definitions

Overall Score	Whenever the report refers to your Overall Score this score has been calculated by averaging all responses to a particular survey item (or all the items within a competency). Your Self responses are not included.
National Norm	For survey questions and competencies, a National Norm score is shown which provides a comparison point for that particular behavior or competency. The National Norm score represents an average Overall Score for leaders in fifteen functional areas from companies throughout the United States.
3 Rater Minimum	In order to protect the anonymity of your raters, ratings are not reported for a group if fewer than 3 raters responded to the survey, except for your Self ratings and your Boss ratings. If fewer than 3 raters for a particular rating group responded to the survey "No Data" or "Data Removed" will appear. The ratings from any removed group are not included in the data anywhere in the report, but their names are still listed in the rater list, and they are counted in the respondent totals on the cover of the report.
No Data/Data Removed	The phrase "No Data" or "Data Removed" may appear on the report if fewer than 3 raters from a particular rater group responded to the survey, or if no raters responded. If all raters in a group selected "Don't Know/Not Applicable," "No Data" may also show.

Definitions of terms
used in the report
facilitate interpretation.



List of Raters

The following people were selected as raters. These are the people who were asked to provide feedback. It is possible that not all of them responded to the survey.

Self	Sample Participant
Boss	Linda Hill
Peers	Bernard Bass Marshall Goldsmith Richard Hackman Christina Harbridge Rosabeth Kanter Jerry Porras Edgar Schein Margaret Wheatley
Direct Reports	Chris Argyris Warren Bennis James Collins Donald Schon Peter Senge

Invited raters or actual respondents can be listed to facilitate interpretation.



Report Reading Tips

The 360-Degree Feedback process is designed to help you gain awareness of your strengths and the areas in need of development. Specifically, this is a unique opportunity to learn about yourself from the people who work with you. The items in this survey were selected so that the results will:

- Provide insight into your impact on others.
- Show how you are seen and perceived as a leader.
- Highlight strengths and opportunities for growth and development.

Before you read your report:

Take a few moments to reflect on the bigger picture - your career. Thinking about your answers to the following questions will help you set priorities for your development.

- What immediate challenges are you faced with in your job?
- Where do you want to be in a year? In five years?
- What do you need to accomplish to get there?

As you read your report, ask yourself:

- What are the consistent themes in my report?
- Are there any surprises?
- Do I treat groups of people differently (e.g., is there a discrepancy in how one group rated me vs. another group?)

When reading the comments section, remember:

- Each comment represents the opinion of only one person.
- Don't focus too much on any one comment.
- Instead, look for themes or patterns among several comments.

In-report instructions help feedback recipients get the most out of the report. Ten-page interpretation guide also available.

Keep in mind:

If you are like most people, you will find some surprises in your feedback. Keep in mind that the benefits of gaining self-awareness outweigh the costs of any temporary discomfort associated with learning new information about yourself.

Getting additional help:

Go through 3D Group's Interpretation Guide workbook or work with a coach. Need a coach? Contact 3D Group via www.3DGroup.net or 510-463-0333.



Competencies

Leading People

Developing Talent: Encouraging and supporting the work-related development of others through both formal and informal performance enhancement strategies.

Delegation: Ensuring successful completion of work through assigning initiatives to others and following up on progress without micromanaging the details.

Motivates Top Performance: Encouraging the highest performance possible. Emphasizing high quality, speed, and impact in work and ongoing initiatives.

Communication: Speaking and writing clearly and succinctly. Ensuring understanding. Adjusting communication style to the level and role of individuals and groups.

Team Leadership: Leading his/her teams to ensure the group's success. Facilitating and encouraging the collaboration of others.

Integrity: Displaying and maintaining ethical standards within the company. Encouraging adherence to ethical standards and principles in dealing with individuals within and outside the company.

Organizational Leadership

Strategic Management: Planning and managing both long- and short-term strategic directives and initiatives. Gaining commitment to directives and activities to be completed in support of those directives.

Mission, Vision, & Values: Advocating and emphasizing the strategic mission, vision, and set of values of the company.

Decision Making: Developing and implementing effective solutions. Identifying pertinent issues relevant to decisions. Analyzing alternatives and considering options.

Industry Knowledge: Maintaining knowledge of relevant industries and markets. Assessing and seizing opportunities for the benefit of the company.

Financial Management: Managing financial strategy and exercising fiscal responsibility.

Influencing & Negotiating: Reaching agreement on issues, contracts, and courses of action. Persuading groups and individuals to follow the most advantageous plan. Utilizing interaction strategies that benefit the company and gain acceptance from relevant internal and external constituencies.

Research-based competencies with clear, behavioral items facilitate action planning.



Notes

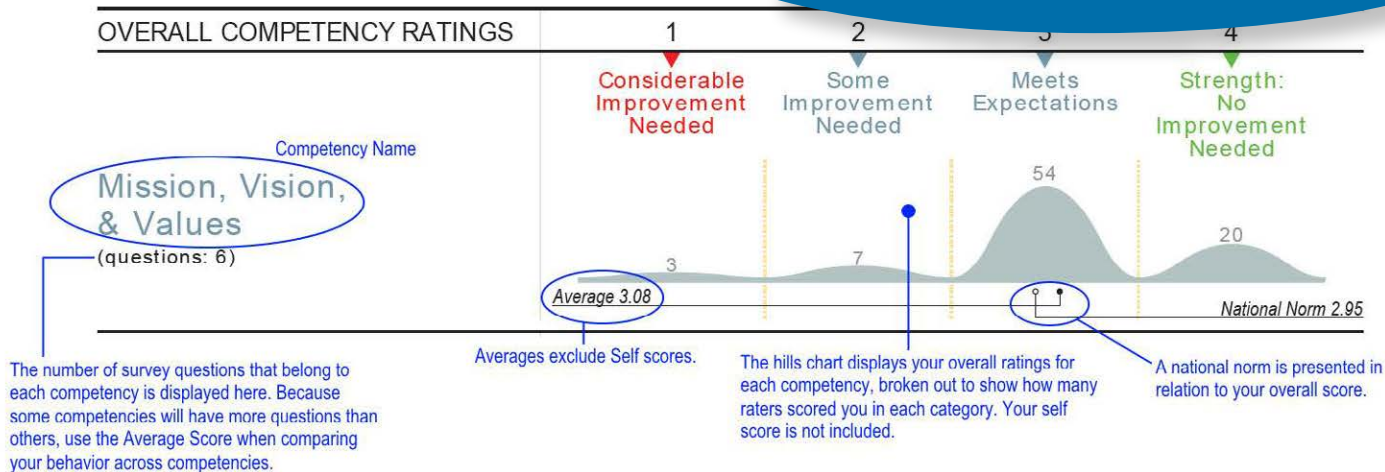
Optional: Your logo here throughout report.

Graphical Display of Data

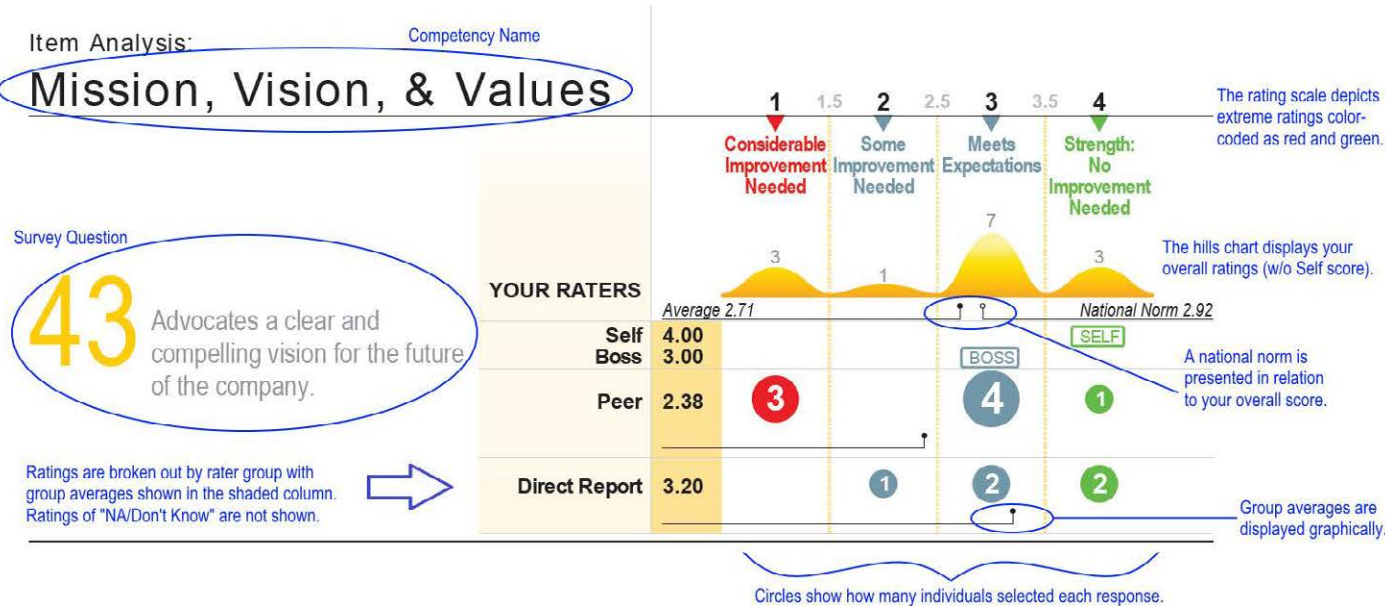
3D Group reports are designed so that the most important information is right there when you need them.

Graphical display explanation page helps feedback recipients understand how to read the graphs in the report.

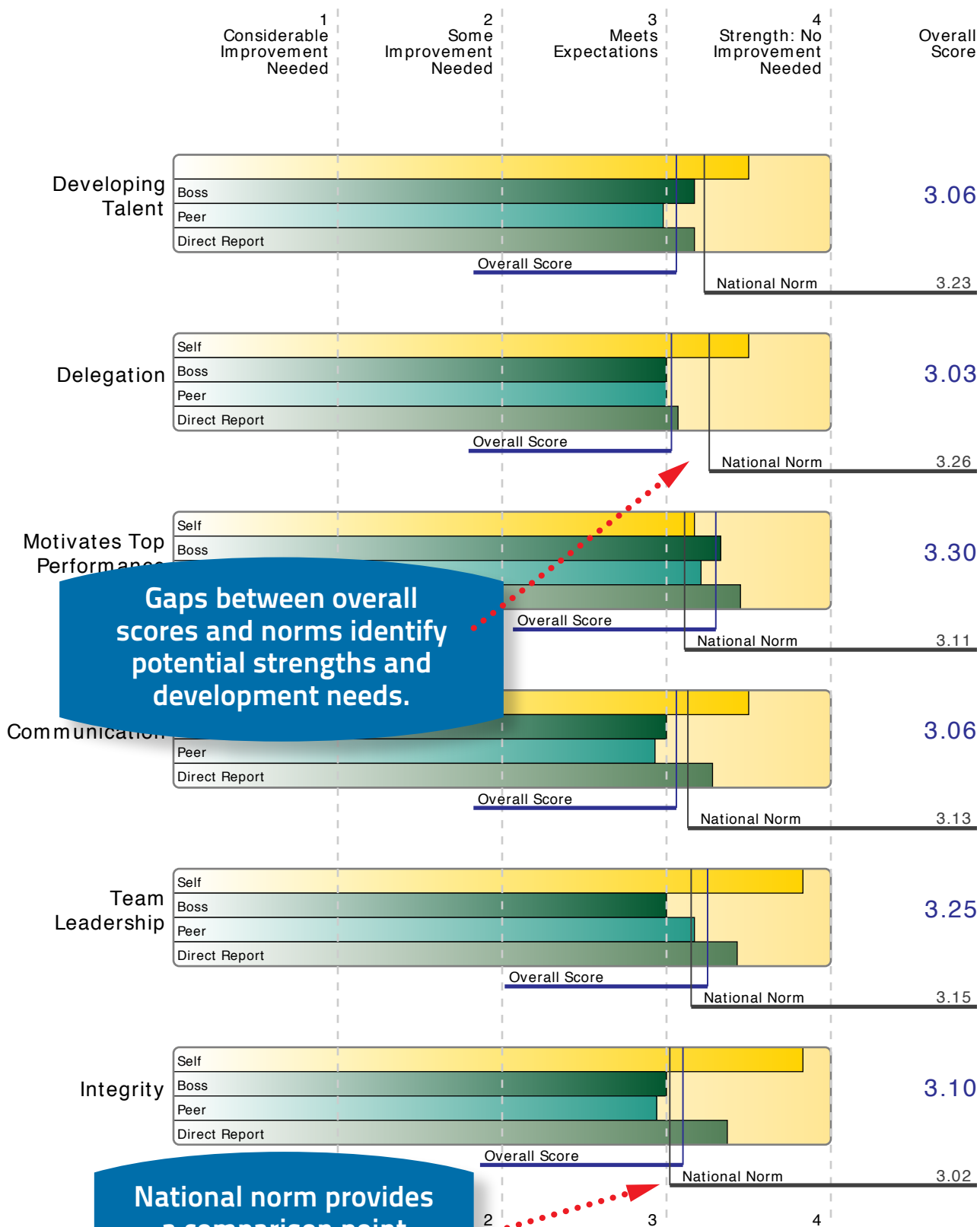
Overall Competency Results



Item Level Results



Your Feedback on the Leading People Competencies

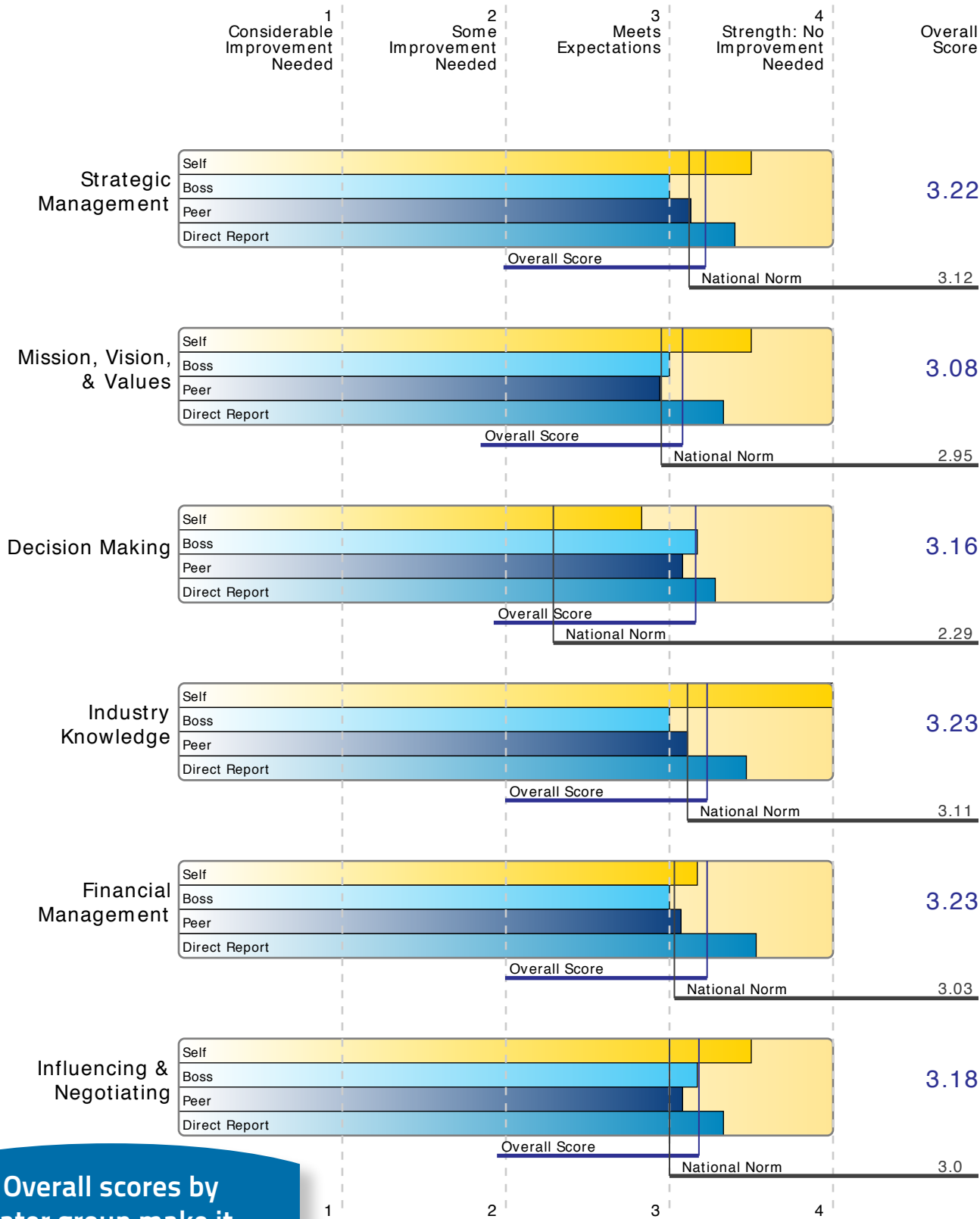


Gaps between overall scores and norms identify potential strengths and development needs.

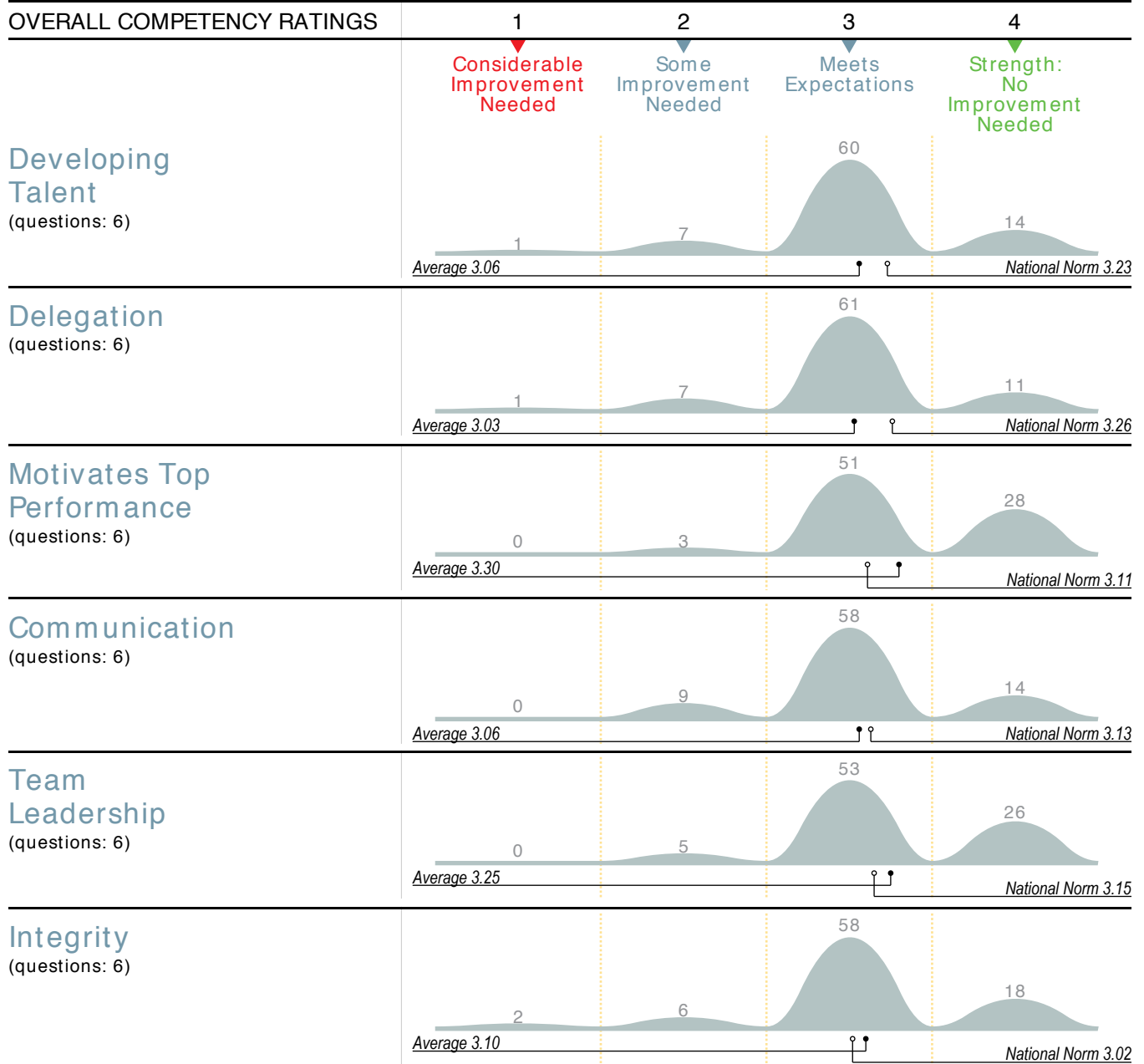
National norm provides a comparison point for leaders.



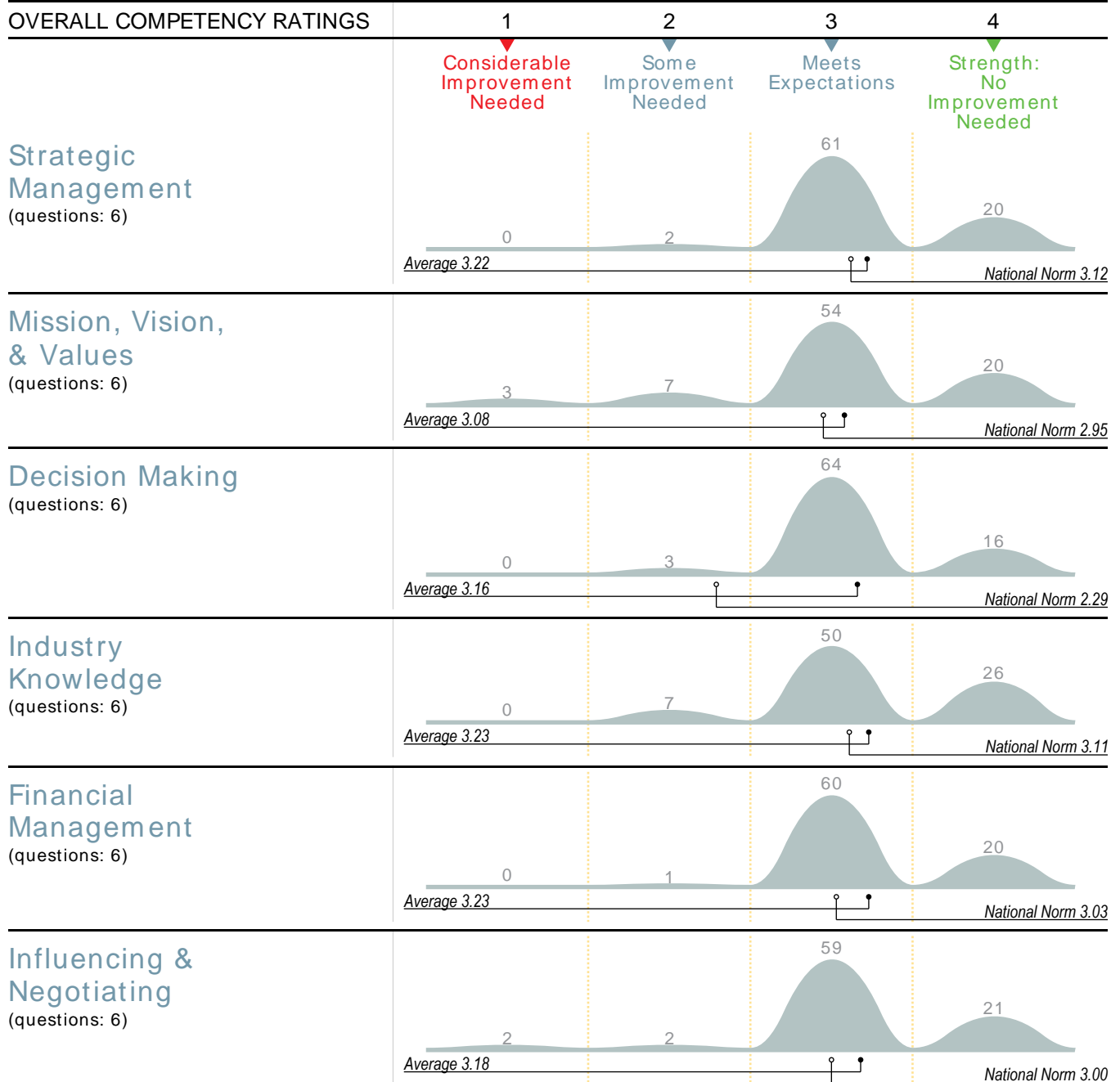
Your Feedback on the Organizational Leadership Competencies



Overall scores by rater group make it easy to see trends.



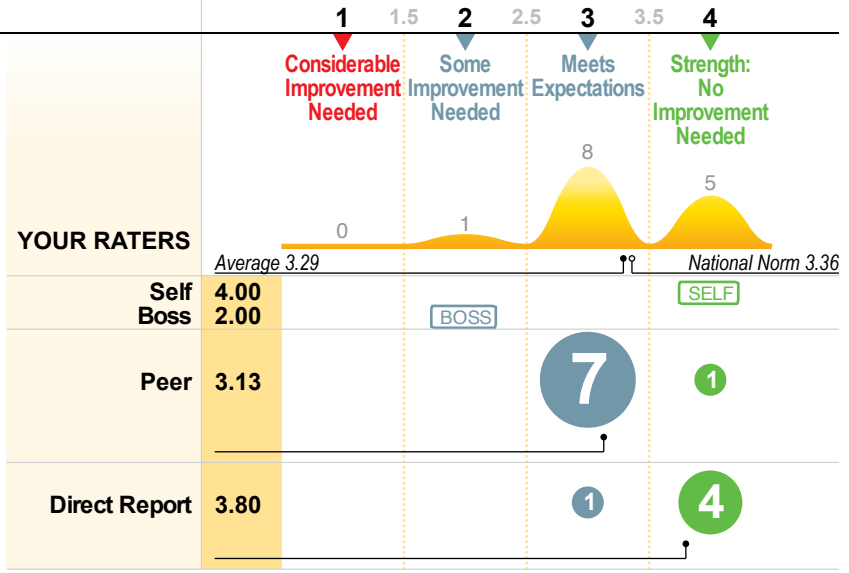
Overall competency ratings page provides a quick overview of all the feedback by response and helps identify patterns.



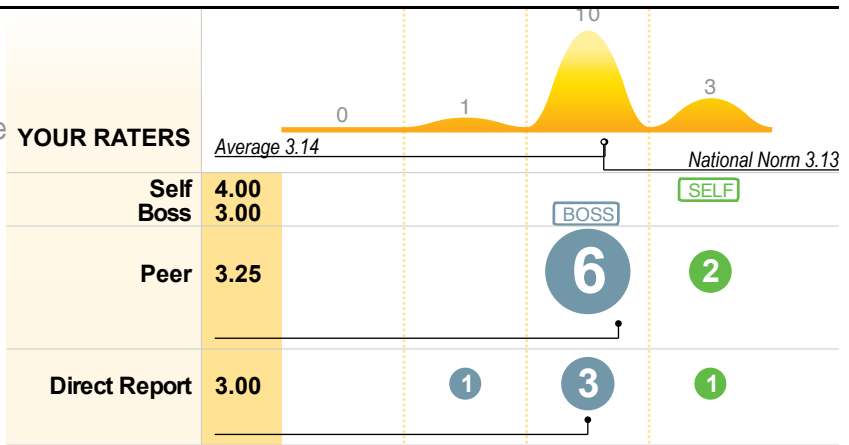
ITEM ANALYSIS:

Team Leadership

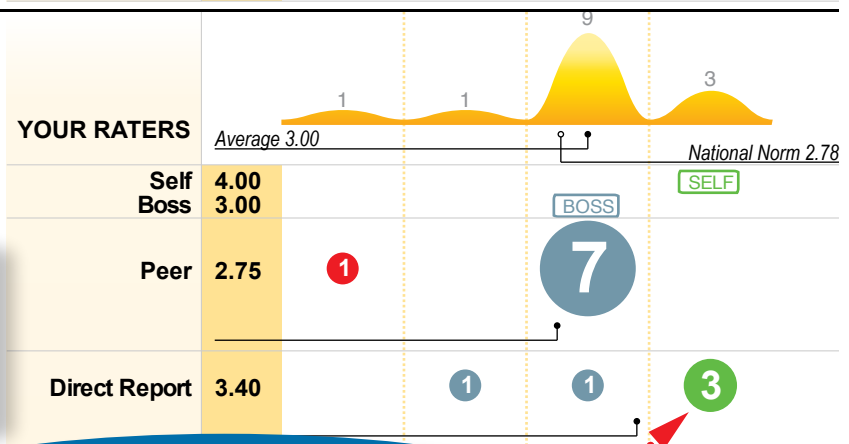
25 Establishes a climate of trust.



26 Encourages others to cooperate toward team goals.



27 Deals with conflict effectively.



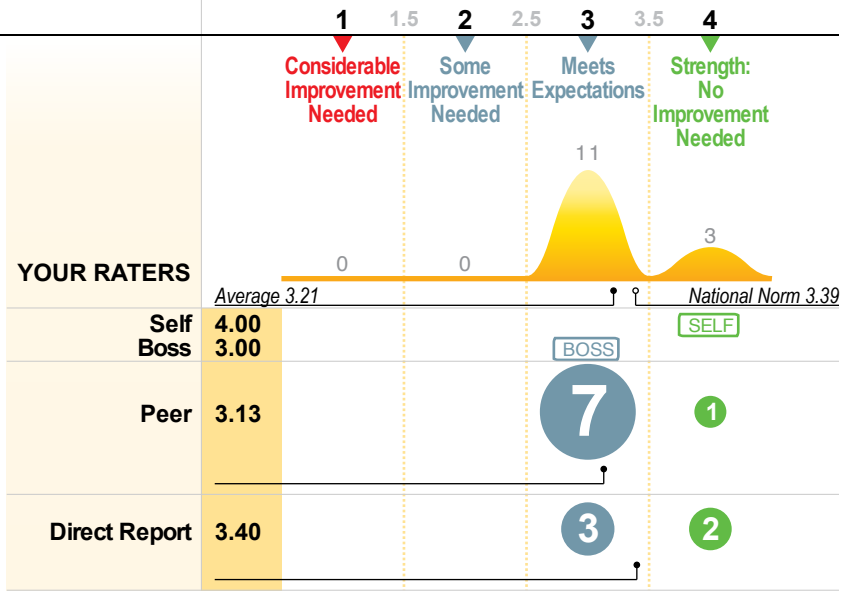
Feedback is displayed graphically to make important results stand out at a glance.

Circle size is proportional to the number of responses and circle color highlights scores at the top and bottom of the scale.

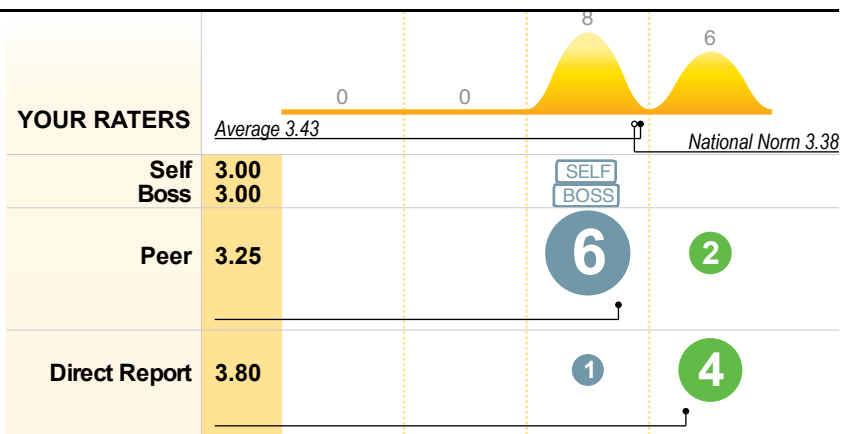
ITEM ANALYSIS:

Team Leadership

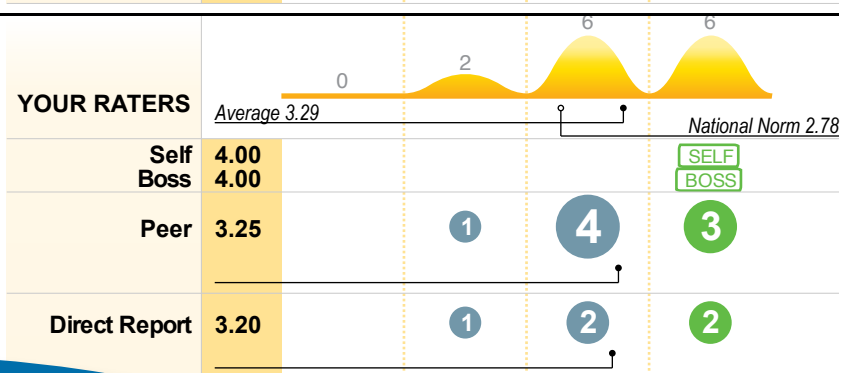
28 Ensures his/her teams have resources needed to succeed.



29 Emphasizes the importance of team successes.



30 Encourages collaboration.

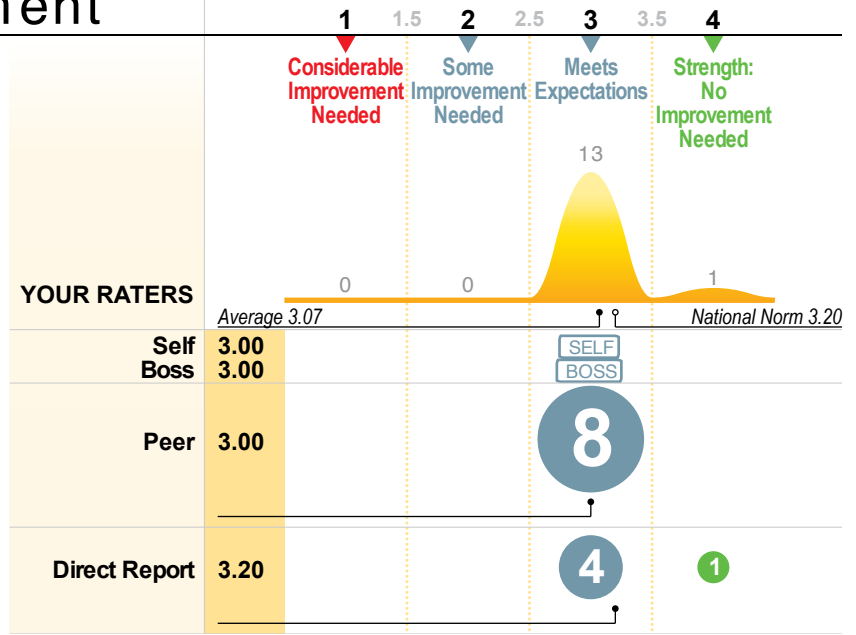


The feedback for each behavior is broken out by rater group and by response so that feedback recipients can have a detailed understanding of the ratings.

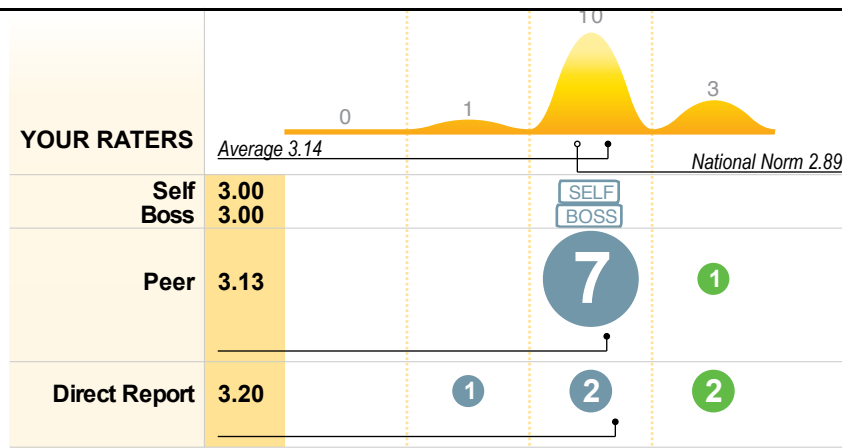
ITEM ANALYSIS:

Strategic Management

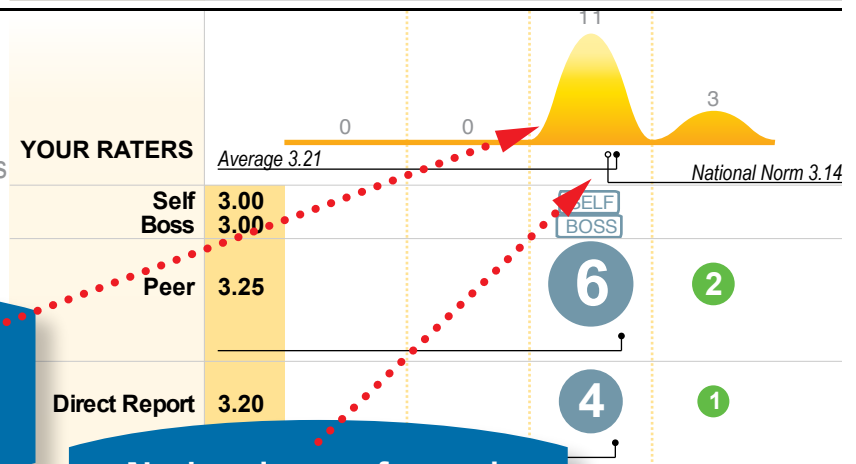
37 Considers our company's strengths and weaknesses when formulating strategy.



38 Translates organizational strategy to work unit activities.



39 Informs others of rationale behind organizational strategies



Hills chart visually displays the distribution of feedback.

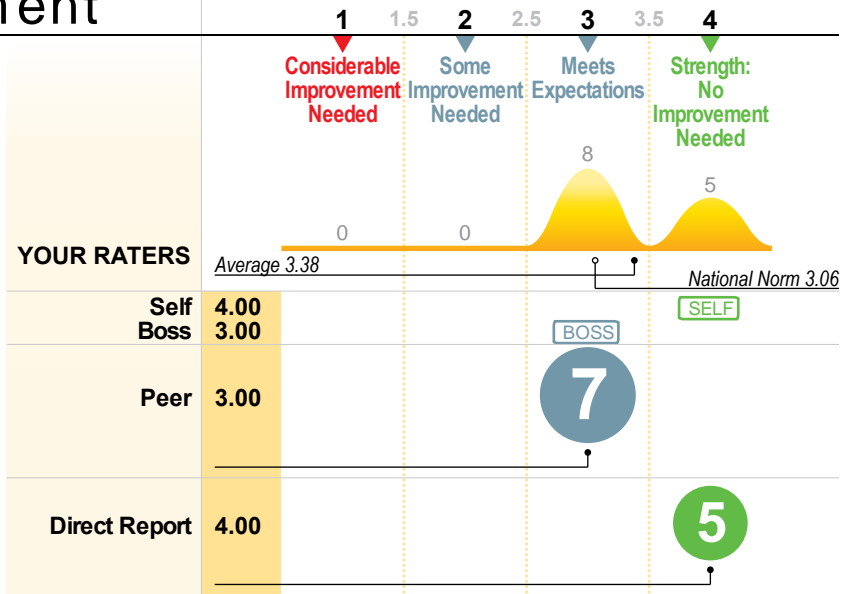
National norm for each behavior is shown in relation to overall score.



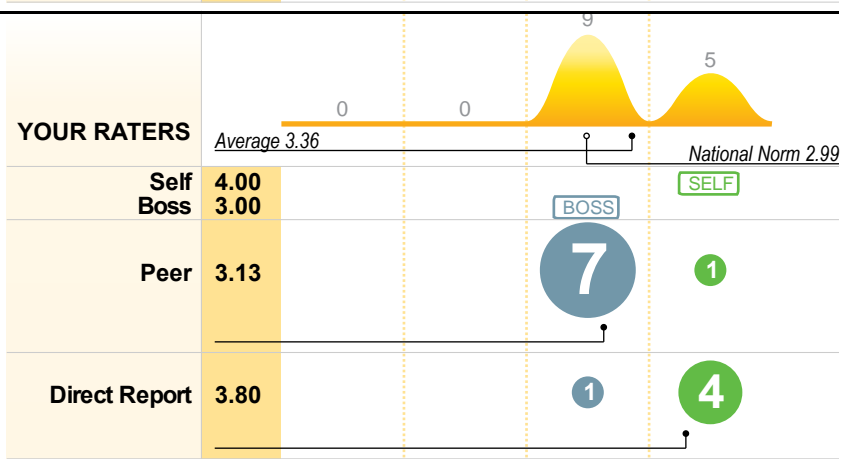
ITEM ANALYSIS:

Strategic Management

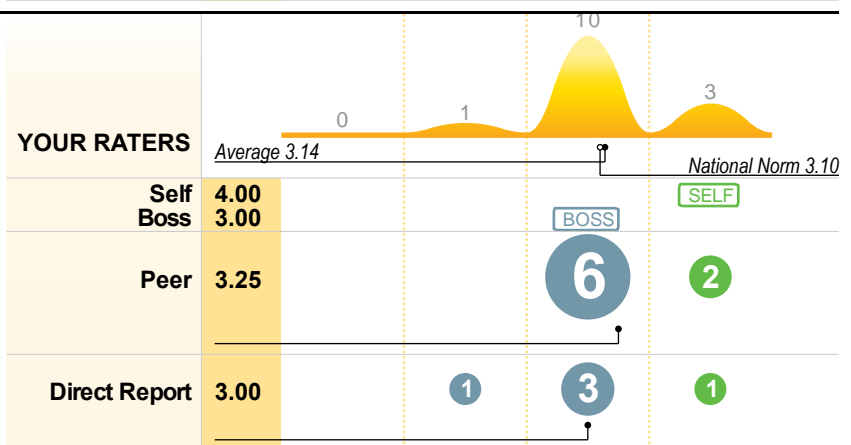
40 Builds dedication and commitment to company strategy.



41 Considers our competitive environment when formulating strategy.



42 Solicits input from key stakeholders when developing organizational or workgroup strategies.





Unexpected Strengths and Blind Spots

Unexpected Strengths

Areas for which others rated you an average of 3.33 or higher, AND you rated yourself at least 1 point lower than others rated you. Others see you performing these behaviors well, but you see yourself as having room to improve.

Competency		Self	Overall Score
Motivates Top Performance	15. Helps others to find personal meaning in their work.	2.00	3.38
Financial Management	66. Links budget/financial decisions to strategic plan and vision.	2.00	3.36
Decision Making	50. Acts swiftly and decisively when necessary.	2.00	3.36

Blind Spots

Areas for which others rated you an average of 2.75 or lower, AND you rated yourself at least 1 point higher than others rated you. You see yourself performing these behaviors better than others do.

Competency		Self	Overall Score
Integrity	32. Does not show undue favoritism.	4.00	2.71
Mission, Vision, & Values	43. Advocates a clear and compelling vision for the future of the company.	4.00	2.71

Blind Spots page highlights any significant gaps in self-awareness.



Focus on Strengths and Development Needs

Strengths

Competency	Your 10 Highest Rated Behaviors	Self vs. Others				Overall Comparison	
		Self	Boss	Peer	Direct Report	Overall Score	National Norm
Influencing & Negotiating	72. Effectively negotiates the most favorable terms for the company.	4.00	4.00	3.38	3.80	3.57	2.65
Industry Knowledge	56. Develops and maintains a network of individuals associated with the industry.	4.00	2.00	3.00	3.00	3.36	2.65
Team Leadership	29. Emphasizes the importance of team successes.	3.00	3.00	3.00	3.00	3.36	2.78
Motivates Top Performance	16. Sets challenging goals for others.	3.00	3.00	3.00	3.00	3.36	2.78
Motivates Top Performance	13. Proactively addresses issues/conflicts before they impede performance.	3.00	3.00	3.00	3.00	3.36	2.78
Strategic Management	40. Builds dedication and commitment to company strategy.	4.00	3.00	3.00	4.00	3.38	3.06
Motivates Top Performance	15. Helps others to find personal meaning in their work.	2.00	3.00	3.57	3.20	3.38	3.01
Financial Management	66. Links budget/financial decisions to strategic plan and vision.	2.00	4.00	3.13	3.60	3.36	2.65
Decision Making	50. Acts swiftly and decisively when necessary.	2.00	3.00	3.25	3.60	3.36	3.55
Decision Making	49. Values others' input when making decisions.	3.00	4.00	3.13	3.60	3.36	2.78

Compares scores to a national sample of leaders.

Development Needs

Competency	Your 10 Lowest Rated Behaviors	Self vs. Others				Overall Comparison	
		Self	Boss	Peer	Direct Report	Overall Score	National Norm
Delegation	11. Clarifies expectations when assigning tasks.	3.00	3.00	3.00	2.20	2.71	3.35
Integrity	32. Does not show undue favoritism.	4.00	3.00	2.38	3.20	2.71	2.93
Mission, Vision, & Values	43. Advocates a clear and compelling vision for the future of the company.	4.00	3.00	2.38	3.20	2.71	2.92
Influencing & Negotiating	69. Compromises when necessary to achieve desired results.	3.00	3.00	2.63	3.00	2.79	3.92
Developing Talent	5. Removes or develops poor performers.	3.00	3.00	2.88	2.80	2.86	3.35
Delegation	8. Effectively distributes tasks/initiatives among direct reports.	3.00	3.00	2.67	3.25	2.91	3.14
Communication	24. Listens to and acknowledges communications from others.	3.00	3.00	2.67	3.25	2.91	3.25
Integrity	36. Does not take credit for others' work.	4.00	3.00	2.75	3.20	2.93	3.06
Developing Talent	2. Shares relevant knowledge and wisdom with others.	4.00	3.00	2.88	3.20	3.00	3.23
Developing Talent	4. Hires top talent.	4.00	4.00	2.75	3.20	3.00	3.12

Highlights lowest and highest scores to help set priorities.



The one area that this person needs to work on is...

Be more honest with constructive feedback. You are not willing to have hard conversations and tell us when we need to improve.

Delegating (it is possible that Sample needs more staff). Sample often seems very stressed and it appears that she has more on her plate than she should.

Delegating more tasks to others and knowing when to say "no" to less important requests in order to avoid stress and work burn out.

Expectations of direct reports are too high. Sample often talks about how direct reports aren't capable - if that's true, do something about it!

I really can't think of any. Sample is just great to work with!

I sometimes push my people too hard.

Mentor, coach and develop staff Communicate better

More delegation. You hold onto tasks too much - let us try things that are new. Sometimes you use us for tasks when you are too busy but we never get the whole task, only a small part of it.

Needs to make decisions more quickly. I sometimes get the impression that Sample spends a lot of time trying to figure out which option is least likely to upset the boss.

Provide more feedback to direct reports in performance and career growth. Assign challenging tasks.

Sample holds very high standards for skills and behavior of the team. However, Sample is reluctant to confront or express standards to individuals doesn't feel folks are doing their best or their share of the team's work.

Sample is a people pleaser. Constantly trying to make sure no one's feelings are hurt. We need less of this babysitting approach, and more focus.

Sample needs to set higher expectations. I don't know what my goals are for the year until the year is almost over, and then they get adjusted to make sure I meet them. This seems nice, but really it is demotivating.

Understand financial implications better of some decisions, obtain more knowledge regarding the challenges associated with development and manufacturing of devices

Comment sequence is randomized to preserve anonymity.



This person's most effective behavior/skill at work is...

1. Is very good with figures 2. Very good memory

Communication skills are exceptional. Your presentations are always top notch. You are particularly good at given relevant examples, and analogies and making sure the audience is with you.

e-mails are always so clear, and conscise (even if they do take too long to arrive sometimes).

Great at customer service and handling people when they are upset. I've never seen anyone so calm and friendly when talking to someone who is exactly the opposite!

He is very supportive with his staff, willing to listen and give advice, enthusiastic. He takes into account the company, the employee and other stakeholders when making a decision. He tries his best to be fair.

HIS COMMITMENT TO TEAM EFFORTS, COLLOBRATIVE NATURE & STRAIGHTFORWARDNESS.

I know the business and I know my people.

Interpersonal skills, in particular related to working with other teams. Sample can always calm a situation down. Developing each individual employee and building teams.

Sample is really is a true ACME CORP believer. I wouldn't be surprised if Sample talks up our company to strangers on a regular basis. Truly believes in the vision of what we are trying to do.

Sample respects my experience and knowledge of our industry and allows me to do my job without micromanaging. Sample does not behave like a tyrant and treats people in an evenhanded and respectful manner.

Very Confident and loyal personality. Gives strenght to his staff. His direct report and staff trust him fully. In short a good Captain for ACME CORP

You are the nicest boss I've ever had. It's so pleasant to work with you. I always know you care about me.

You explain things very well. You provide great examples, and check to make sure everyone understands before moving on.

Comments are presented
verbatim, unless a screening
option is purchased.



SELF COMMENTS:

The one area that this person needs to work on is...

I sometimes push my people too hard.

This person's most effective behavior/skill at work is...

I know the business and I know my people.

Optional: Comments
can be listed
by rater group.





The one area that this person needs to work on is...

Bosses

Delegating more tasks to others and knowing when to say "no" to less important requests in order to avoid stress and work burn out.

Peers

Delegating (it is possible that Sample needs more staff). Sample often seems very stressed and it appears that she has more on her plate than she should.

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Direct Reports

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