

Axiometrics™

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Entrepreneur Assessment

Prepared for
Demo Sample



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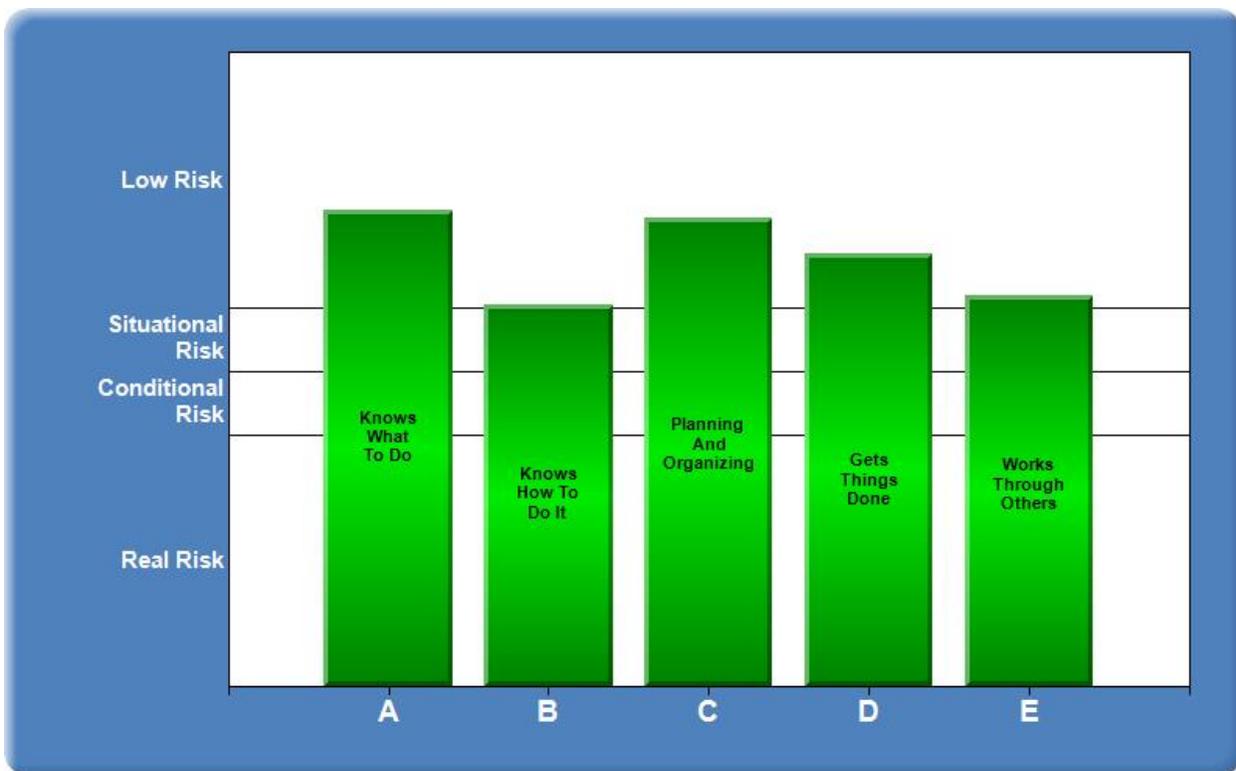
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Entrepreneur Analysis Brief

Analysis Overview Graph

There are a number of traits that successful entrepreneurs possess. In this report we focus on some simple basics: Knowing what to do, how to do it, planning and organizing, getting things done, and working with others. We have found that each entrepreneur is unique and may have a greater concentration of strengths in one area than in another. In all, however, when one is responsible for getting results, it's good to build skills in all those areas.

This report will show where your focus is and where you might want to strengthen your skills. The graph below shows strengths (green and yellow) and areas for development (orange and red).



A) Knows What To Do(9.25) - Measures the ability to decide which issues are relevant from intuitive, practical, conceptual, and analytical perspectives.

B) Knows How To Do It(8.80) - Measures the ability to see who needs to do the work and how things need to be done.

C) Planning And Organizing(9.22) - Measures the ability to set goals, build plans, and translate them into action.

D) Gets Things Done(9.05) - Measures the ability to marshal energy to attain goals and the ability to be persistent and consistent.

E) Works Through Others(8.85) - Measures the ability to see and appreciate the needs and interests of others, to deal with others in a concerned but objective manner.

Entrepreneur Analysis Brief

Knows What To Do

Intuitive Insight



You have a well developed ability for intuitive thinking giving you the capacity for identifying a fruitful direction or a potential problem area by the strength of your inner, gut feelings and instincts about what is right or wrong.

Ability To See The Big Picture



You have the ability to see all of the pieces and angles of a picture, and at the same time, understand how all of these pieces fit together to form a total picture. You have the ability to understand how the parts of a puzzle can be fit together to form the puzzle itself.

Common Sense Thinking



You have a well developed ability to see and understand how to get things done in a practical, common sense way and to understand what is important and needs your immediate attention You may not, however, always rely on or utilize this capacity making this ability a source of potentially untapped strength.

Long Term Goal Assessment



You have the ability to see and understand how to set goals which will accomplish your long range strategies and you have the ability to see the consequences of goals and plans; however, you may not always rely on this capacity or spend the time and energy needed to utilize this ability to pay attention to long range thinking and issues.

Proactive Ability



You tend to become so involved with what you are doing at the present moment that you do not see or pay attention to the consequences of decisions and actions. Build a reminder system to act as a check to help you examine the consequences of your thinking. Seek advice and help from others to pay attention to the direction of your thinking and planning.

Entrepreneur Analysis Brief

Knows How To Do It

Evaluating What Needs To Be Done

You have an excellent ability for sizing up situations, for identifying problems especially in difficult or confusing situations and for generating constructive alternatives for resolving problems. This ability is a combination of practical, common sense thinking and conceptual, analytical thinking ability.

Attention To Concrete Detail

You may not always see what is happening around you and as a result you can overlook concrete detail. Utilize other people to help keep a sense of balance in your decisions. Build a checklist which will help you analyze your priorities for your actions prior to making a decision.

Doing Things Right

Your strong sense of individualism can lead you to covertly or overtly challenge existing ways of doing things and can lead you to disregard even the need for order, structure and doing things according to a standard. Examine the consequences of your resistance to order, authority and structure.

Attitude Toward Scheduling

You have the ability to understand the importance of schedules and deadlines and the ability to build timetables which reflect your personal expectations as well as expectations and standards set in the world around you; however, you are uncertain about which direction or set of standards is best and this may build an indecisiveness about when to act.

Entrepreneur Analysis Brief

Planning And Organizing

Attention To Planning

Your naturally cautious, skeptical thinking which helps you see what is wrong can also cause you to discount the need for planning and organizing. Attend a course which teaches you the value of planning and provides techniques for building planning habits.

Short Range Planning

You have the ability to understand why setting short term, tactical goals is important and the capacity to focus your energies to carry out that task. You are an individualist and an unconventional thinker and may not always spend all of the time necessary to plan results because you will stay busy making things happen according to your expectations.

Long Range Planning

You tend to be naturally skeptical about the value of spending time and energy on long range planning. You should attend a course which teaches you the value of long range planning and provides techniques for developing realistic and workable plans.

Concrete Organization

Your highly individualistic and unconventional thinking gives you the capacity to see how to organize things in ways which others, who think in a more structured and habitual manner may overlook. Your individualism may, however, lead you to be cautious and skeptical in your thinking to the point that you delay organizational activities.

Conceptual Organization

Your individualism can generate a strong need to do things in your own way and this individualism combined with your ability to see and understand how to organize can lead to innovative and novel ways to build and carry out organizational plans.

Entrepreneur Analysis Brief

Gets Things Done

Goal Directedness



You are in transition with respect to inner goals and ideals which guide your actions and have a sense of skeptical disregard for outer goals and structure. Seek help from others to evaluate what you want to accomplish and what you are willing to commit your energies to accomplish.

Results Orientation



You have a cautious, skeptical attitude toward practical thinking which can cause you to be hesitant about deciding or acting. As a result of this skepticism, you may not feel an urgency to act based on a need for creating a practical result. Develop a strategy for making decisions which will help you identify when immediate action is needed.

Self Confidence



You believe very strongly in your capacity to perform to potential and rely on social\role accomplishments as a key source for strength and drive. Remember that you need recognition and attention for your accomplishments and that you may expect more from yourself that you can give.

Self Attitude



You have a very dynamic, positive overall attitude which can overcome any temporary feelings of anxiety, despair or negative expectations and can generate a strong expectation that the best is possible for you. This sense of overall optimism can serve as a beacon to keep you pushing ahead and on track especially in difficult situations.

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Gets Things Done

Persistence



You have the ability to identify your personal goals and ideals which can act not only as a source of strength during difficult times but also as a source of energy and direction for pushing ahead; however, you are currently somewhat uncertain about which direction is best and this uncertainty may lead you to delay action.

Consistency



You have the ability to see and understand what course of action is best for you; however, you are uncertain about which course of action is best for you. This combination of clarity about goals and uncertainty about when to act can lead you to shift from being inner directed, energetic and filled with an urgency to act to delaying your decisions and actions.

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Works Through Others

Ability To Read People's Needs



You have very keen insight into others which gives you the ability to evaluate their potential for both good and bad, to functionally evaluate the ability of others to perform, to see opportunities for development with others which are good for you and for them, and to be aware of the needs and concerns of others.

Attitude Toward Others



You tend to become too involved with others and to allow your subjective feelings to color your judgments. You are likely to overtrust others and to have difficulty dealing with difficult or controversial issues. Try to resist making decisions on your feelings alone. Look for supporting evidence or seek help from others.

Relating With Others



You have the ability to develop discriminating, discrete relationships treating each person consistently and fairly. You are in touch with the needs and interests of others and respect their rights and individuality. You are cautious about opening up to others and will likely test their motives and intentions and how they will affect you.

Listening To People



You have the ability and willingness to listen to what others are saying paying attention to their own unique viewpoints, to their needs and concerns. You are likely to spend time and energy allowing others to express their viewpoints even when those viewpoints and perspectives are contrary to your own.

Talking At The Right Time



You have the ability to correctly and immediately identify both what is the correct or appropriate response and when the time is right to make your point. As a result, you are likely to readily see what the crucial issues are and direct your attention to responding to those issues.