



**Strengthscope**<sup>®</sup>

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# 1. Introduction

The following Strengthscope® report is based on your responses to the questionnaire completed on 15/04/2019.

Strengthscope® allows you to bring your best to work, and to life, every single day through the discovery and development of your strengths.

We define strengths as the underlying qualities that energize you and that you are great at (or have the potential to become great at).

Your Strengthscope® report will help you to enhance your performance and energy at work by improving your understanding of:

- Your **unique combination of strengths** and how to develop these to achieve exceptional results
- **Positive ways** of working that will improve your confidence, motivation and success in any situation

## Why focus on your strengths?

Our strengths are the qualities that energize us and enable us to perform at our best.

By getting the balance right between developing your strengths and reducing performance risks, you will achieve higher levels of:

- Resilience
- Confidence
- Engagement
- Success



## 2. Your 'Significant 7' strengths

Based on your responses to the questionnaire, your Significant 7 strengths, and the productive behaviours related to each strength, are listed in **alphabetical order**. These are the most energizing qualities for you. By focusing on developing these strengths you will be able to achieve your best results and career success.

### Your Significant 7 strengths



#### Creativity

You generate new ideas and original solutions to move things forward



#### Emotional control

You are aware of your emotional 'triggers' and how to control these to ensure you remain calm and productive



#### Leading

You take responsibility for influencing and motivating others to contribute to the goals and success of their team and organization



#### Persuasiveness

You are able to win agreement and support for a position or desired outcome



#### Relationship building

You take steps to build networks of contacts and act as a 'hub' between people that you know



#### Results focus

You maintain a strong sense of focus on results, driving tasks and projects to completion



#### Strategic mindedness

You focus on the future and take a strategic perspective on issues and challenges

### When performing at your best you:

- Encourage others to explore new and creative perspectives when problem solving
- Enjoy coming up with new ideas and original solutions
- Have the ability to 'think outside the box' to find an original solution to a tough problem
- Are aware of your feelings and emotional 'trigger points' in response to your environment
- Are able to quickly shift inappropriate or negative emotional states to more productive ones
- Control against emotional outbursts and remain calm under pressure
- Often find yourself being asked to speak on behalf of the group
- Find your colleagues frequently turn to you for direction
- Feel energized when you are given responsibility to motivate a team to achieve its goals
- Are able to persuade others to your way of thinking based on the merits of your position
- Enjoy negotiation and debate as they provide opportunity for you to state your case and win people over
- Find that there are times when you will stop at nothing to persuade and convince others
- Have a wide network of colleagues and contacts
- Enjoy meeting new people and getting to know them
- Are the sort of person who knows everybody and often introduces people in your network to one another
- Convey a strong sense of urgency and drive issues to closure
- Take immediate action to resolve performance blockages or problems when they arise
- Maintain a strong focus on the goals of the organization and the resources available to achieve those goals
- Demonstrate the ability to step above immediate concerns to see the 'big picture', spotting opportunities and risks for the organization arising from its environment
- Oriented towards the long-term future and how the team, organization and market landscape might look
- Enjoy predicting trends and scenarios of possible alternative futures and options for the organization

### 3. Your strengths profile

The wheel below shows all of the 24 strengths with your scores rated on a standardized scale from 1-10. Your scores are compared to a relevant comparison group, with higher scores showing areas that energize you the most. It is more important to focus on the overall distribution of your strengths and which clusters they fall in rather than your individual score for each strength.

Your **Significant 7** strengths are displayed as purple bars while the other strengths are shown as blue bars. Higher bars represent those strengths that are more natural and energizing for you. The lowest bars represent non-strength areas that provide you with less energy and enjoyment in your work.



In the centre of your wheel, you can see percentage scores for each of the four cluster areas. The baseline is 25% for each cluster, so the further away your scores are from 25%, the greater preference you show towards, or away from, that cluster. Consider this when thinking about your work and what energizes you more, and less.

## 4. Developing strengths to achieve peak performance

While awareness of your strengths is crucial, it is important to translate this awareness into action in order to achieve peak performance.

This section will help you to develop your strengths and strengthen your performance by providing guidance on ways to stretch beyond your comfort zone, plus identify and minimize potential risk areas to performance.

### **Top Tip: create your own strengths habit tracker**

To get the most from your strengths, we recommend creating your own strengths habit tracker to help you build new habits over the coming weeks and months.

Following the suggestions on the following pages, pick out the best development ideas for you and turn them into new habits to build for the next 30–60 days. Let us know how you get on, we would love to hear from you.

Adopt a 'less is more' approach and identify a few priority areas to focus on at any one time to maximize your success. Your 'Significant 7' strengths are listed below.



## Creativity

You generate new ideas and original solutions to move things forward

### Strengthening your performance

#### Stretching your strength to the next level

- Ask your manager for an opportunity to run short 'creative burst' or brainstorming sessions to improve work processes and practices or to deal with specific challenges
- Identify the three top problems or challenges facing your team or organization currently and use your Creativity strength to address these
- Observe and reflect how you use your intuition – gut feelings and hunches – and learn how to listen to these more consciously in order to generate ideas and original solutions that move things forward

### Overdrive risks and how to reduce them

You generate unworkable, eccentric ideas that take little account of the realities of the organization and its context. You may overlook the more obvious, tried and tested solution

- **If you generate unworkable, eccentric ideas that take little account of the realities of the organization and its context...**  
Partner with colleagues who have more pragmatic, common-sense thinking styles to ensure you understand what is likely to work taking account of the organization's history, context and stakeholders
- **If you tend to overlook more obvious, tried and tested solutions...**  
Balance your creativity with proven solutions from colleagues and other, similar organizations; avoid re-inventing the wheel
- **If you feel bored and disengage when your ideas are not considered...**  
Be open to different thinking styles and remember that some of the biggest breakthroughs can come through building on what's already worked well in the past



## Emotional control

You are aware of your emotional 'triggers' and how to control these to ensure you remain calm and productive

### Strengthening your performance

#### Stretching your strength to the next level

- Seek out roles and activities requiring a high level of emotional control in order to be effective, e.g. negotiations, dealing regularly with difficult customers, management, dealing with emergencies, etc.
- Observe your own emotions, and how you do or do not control them effectively, learning to be completely honest with yourself about how you feel at any one time. Use this to understand why you feel the way you do, and then make choices about how you would like to respond to different circumstances before you do
- Observe those within your team who do not have a high level of emotional control, offer to listen to their viewpoint and provide them with feedback on how they are being perceived. Discuss ways to improve their level of emotional control going forward

### Overdrive risks and how to reduce them

You come across as dispassionate and aloof as you don't share your emotions and feelings productively with others

- **If you find that you are seen at times as being dispassionate or aloof...**  
Ensure that you 'dial up' your emotions in a way that is visible to others to ensure that they understand how you are feeling on topics where you need to show emotion
- **If you find that others do not understand your feelings or views on a topic that is important to you...**  
Take the time to explain carefully why something is important to you or how you feel about the subject, even explaining that this may not be obvious in how you speak or act, but your feelings remain strong nonetheless
- **If you find that your control at work is causing emotional difficulties at home as you seek a 'release'...**  
Make sure that you talk to others about your feelings and experiences both at work and at home and ensure that your personal needs are being met at work





## Leading

You take responsibility for influencing and motivating others to contribute to the goals and success of their team and organization

### Strengthening your performance

#### Stretching your strength to the next level

- Volunteer to take responsibility for a team or project when your manager is away or as part of your development plan
- Identify opportunities to demonstrate your leadership during times of uncertainty and change
- Attend leadership events and be inspired by leaders who resonate with you

### Overdrive risks and how to reduce them

You take a leadership role in inappropriate situations e.g. when someone is already performing this role well or when dealing with a self-sufficient team. Others may see you as domineering or controlling

- **If you take a leadership role in inappropriate situations...**  
Learn about models which enable you to pick the right approach in the right situation, for example, Hay Managerial Styles or the Situational Leadership model
- **If others see you as domineering or directive...**  
Remember to spend sufficient time asking questions, listening carefully and building consensus to ensure that everyone agrees with a decision or plan
- **If people become overly dependent on you for advice or direction...**  
Be intentional in helping people to develop their own solutions, reach their own decisions and build confidence, with or without your input



## Persuasiveness

You are able to win agreement and support for a position or desired outcome

### Strengthening your performance

#### Stretching your strength to the next level

- Take the initiative in volunteering for assignments where you are required to persuade others to agree to adopt a product, position or idea
- Coach or mentor colleagues who could benefit from developing their ability to persuade others
- Use both 'advocacy' and 'inquiry' behaviours when trying to influence – push and pull, tell and sell. This will balance the use of rational persuasive argument with questioning and facilitation skills

### Overdrive risks and how to reduce them

You try to influence most outcomes in your favour, irrespective of the importance of the issue. You may also indulge in debate for debate's sake, rather than focusing on relevant outcomes

- **If you try to persuade others habitually, without considering the importance of the issue...**  
Remember to identify those issues which relate most closely to your own or your team's goals and focus your energies on these debates rather than on more frivolous issues
- **If you focus on the debate, rather than the outcome...**  
Regularly remind yourself and those you are in discussion with of the purpose of the debate and the intended end goal
- **If you find yourself using emotional tactics to win an argument...**  
Make sure that you check in with others as to whether they are in genuine agreement with you; if not, continue to explore their views and modify your position accordingly



## Relationship building

You take steps to build networks of contacts and act as a 'hub' between people that you know

### Strengthening your performance

#### Stretching your strength to the next level

- Identify ways to share your knowledge and experience to enable others to also develop their Relationship building, e.g. blogging, running workshops, coaching or mentoring
- Learn about stakeholder mapping and stakeholder management so that you can focus the development of your network on the most important relationships
- Help your team to develop improved knowledge and understanding of each other's strengths and skills by running some meetings where this information is shared

### Overdrive risks and how to reduce them

Your focus on initiating new relationships and contacts may become an end in itself and take up a disproportionate amount of your energies

- **If your focus on initiating new relationships and contacts is becoming an end in itself...**  
Remember to focus on building contacts and networks with people who are likely to have the greatest influence over your team's success
- **If your network is becoming too much of a drain on your time...**  
Ensure that you limit the amount of time that you are spending responding to requests from people in your network and that you are gaining value from others too
- **If you find that your network is built on shallow relationships...**  
Focus your network on the most productive relationships, strengthening these by spending more time with only those you have identified



## Results focus

You maintain a strong sense of focus on results, driving tasks and projects to completion

### Strengthening your performance

#### Stretching your strength to the next level

- Volunteer to set up a performance improvement group to identify ways to increase the performance of your team/department
- Help other members of your team to set goals and review them regularly
- Allow a team member who has taken on responsibility for delivering results to shadow you whilst at work. At the end of the day, discuss their observations and techniques that may help them to meet deadlines and results effectively

### Overdrive risks and how to reduce them

In your drive for results, you may miss important aspects of task/project success, e.g. the opportunity to reflect and learn, ensuring that people are engaged and are recognized for their efforts

- **If you find that you are missing out on the opportunity to reflect and learn, in the drive towards the next target...**  
Build a 'lessons learned review' process into your everyday practice as part of the delivery of each result
- **If you find that you are wasting resources through 'over-delivery'...**  
Ensure that you are delivering outcomes and solutions that are 'fit for purpose' by establishing what is required before starting each task
- **If you are finding that others aren't engaged in a task you are driving or they feel undervalued...**  
Be sure to acknowledge everyone's contribution towards task completion and point out in which ways their involvement has helped the delivery of the result



## Strategic mindedness

You focus on the future and take a strategic perspective on issues and challenges

### Strengthening your performance

#### Stretching your strength to the next level

- Find an opportunity to get involved in the team's/organization's strategic planning process
- Volunteer to explore possible scenarios, together with the risks and benefits of each, for a key opportunity or threat facing the team/organization
- Research the skills of strategic thinkers online by reading autobiographies to evaluate your own skills and identify areas that you would like to develop. Consider 'shadowing'/observing strategic thinkers in your own organization to further stretch your skills and experiences in this area

### Overdrive risks and how to reduce them

You are so focused on the 'big picture,' including future scenarios and opportunities, that you may ignore the current reality

- **If you are so focused on the 'big picture', including future scenarios and opportunities, that you ignore current realities...**  
Ensure you balance your strategic thinking with shorter-term considerations and practical steps to understand and execute immediate priorities
- **If you over-emphasise the impact of trends and changes in the operating environment on the team/organization...**  
Call on your colleagues who have Common sense and Critical thinking strengths to challenge your assumptions and predictions
- **If you lose focus on immediate priorities and practical steps to achieve goals as a result of your preoccupation with future possibilities...**  
Refocus yourself by monitoring your performance against short-term goals, ensuring immediate tasks and projects stay on track

## 5. The 24 Strengthscope® strengths

### Emotional



**Courage:**

You take on challenges and face risks by standing up for what you believe



**Emotional control:**

You are aware of your emotional 'triggers' and how to control these to ensure you remain calm and productive



**Enthusiasm:**

You demonstrate passion and energy when communicating goals, beliefs, interests or ideas you feel strongly about



**Optimism:**

You remain positive and upbeat about the future and your ability to influence it to your advantage



**Resilience:**

You deal effectively with setbacks and enjoy overcoming difficult challenges



**Self-confidence:**

You have a strong belief in yourself and your abilities to accomplish tasks and goals

### Relational



**Collaboration:**

You work cooperatively with others to overcome conflict and build towards a common goal



**Compassion:**

You demonstrate a deep and genuine concern for the well-being and welfare of others



**Developing others:**

You promote other people's learning and development to help them achieve their goals and fulfil their potential



**Empathy:**

You readily identify with other people's situations and can see things clearly from their perspective



**Leading:**

You take responsibility for influencing and motivating others to contribute to the goals and success of their team and organization



**Persuasiveness:**

You are able to win agreement and support for a position or desired outcome



**Relationship building:**

You take steps to build networks of contacts and act as a 'hub' between people that you know

### Execution



**Decisiveness:**

You make quick, confident, and clear decisions, even when faced with limited information



**Efficiency:**

You take a well-ordered and methodical approach to tasks to achieve planned outcomes



**Flexibility:**

You remain adaptable and flexible in the face of unfamiliar or changing situations



**Initiative:**

You take independent action to make things happen and achieve goals



**Results focus:**

You maintain a strong sense of focus on results, driving tasks and projects to completion



**Self-improvement:**

You draw on a wide range of people and resources in the pursuit of self-development and learning

### Thinking



**Common sense:**

You make pragmatic judgments based on practical thinking and previous experience



**Creativity:**

You generate new ideas and original solutions to move things forward



**Critical thinking:**

You approach problems and arguments by breaking them down systematically and evaluating them objectively



**Detail orientation:**

You pay attention to detail in order to produce high quality output, no matter what the pressures



**Strategic mindedness:**

You focus on the future and take a strategic perspective on issues and challenges

## Tools to optimize your performance

Want to find out more about your performance at work? Why not take:

### **Strengthscope360™**

Strengthscope360™ is a quick and simple multi-rater assessment which builds on the initial Strengthscope® self-report, plugging in other people's feedback (e.g. co-workers)

### **StrengthscopeLeader™**

This report allows leaders to discover what it is that makes them truly unique, and provides valuable feedback on how to bring their authentic style into their leadership role

### **StrengthscopeTeam™**

The StrengthscopeTeam™ report consolidates individual Strengthscope® reports at team level, as well as assessing current team behaviour, enabling teams to take their performance to the next level

### **StrengthscopeEngage™**

StrengthscopeEngage™ is split into two reports: StrengthscopeEngage™ Baseline and StrengthscopeEngage™ Progress and together they measure changes in staff engagement and productive use of strengths following on from development initiatives.

For additional resources to optimize your strengths and reduce performance risks, visit [www.strengthscope.com](http://www.strengthscope.com)

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