

Entrepreneurial Potential Report for Prof David Hall

powered by Entrecode®



Professional

Styles

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About this Report

This report is based upon the Professional Styles assessment which explores an individual's approach to work in a number of relevant areas. It indicates an individual's entrepreneurial potential based on the Entrecode® model of successful entrepreneurs.

The results are based on a comparison with a group of over 1,000 professionals. The results are expressed on a 1 to 10 scale, where 1 indicates low potential and 10 indicates high potential.

Since the questionnaire is a self-report measure, the results reflect the individual's self-perceptions. Nevertheless, our research has shown it to be a valid predictor of how people will operate in the workplace.

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 provide a valid overview of the respondent's approach to work for 12 to 24 months, depending upon circumstances.

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

Introduction to the Entrepreneurial Potential Report

This report provides information on the entrepreneurial potential of David Hall based on responses to the Professional Styles questionnaire.

The Entrecode® Research Model

The basis of this entrepreneurial potential report is the Entrecode® model (www.entrecode.co.uk) of successful entrepreneurs who have created and led high value businesses, often starting with virtually nothing. The Entrecode® model was derived from more than fifteen years of research undertaken by Professor David Hall and his associates.

This report predicts potential for each of the 6 core areas outlined in the Entrecode® model, from 'Getting in the Zone' through to 'Building Capability':



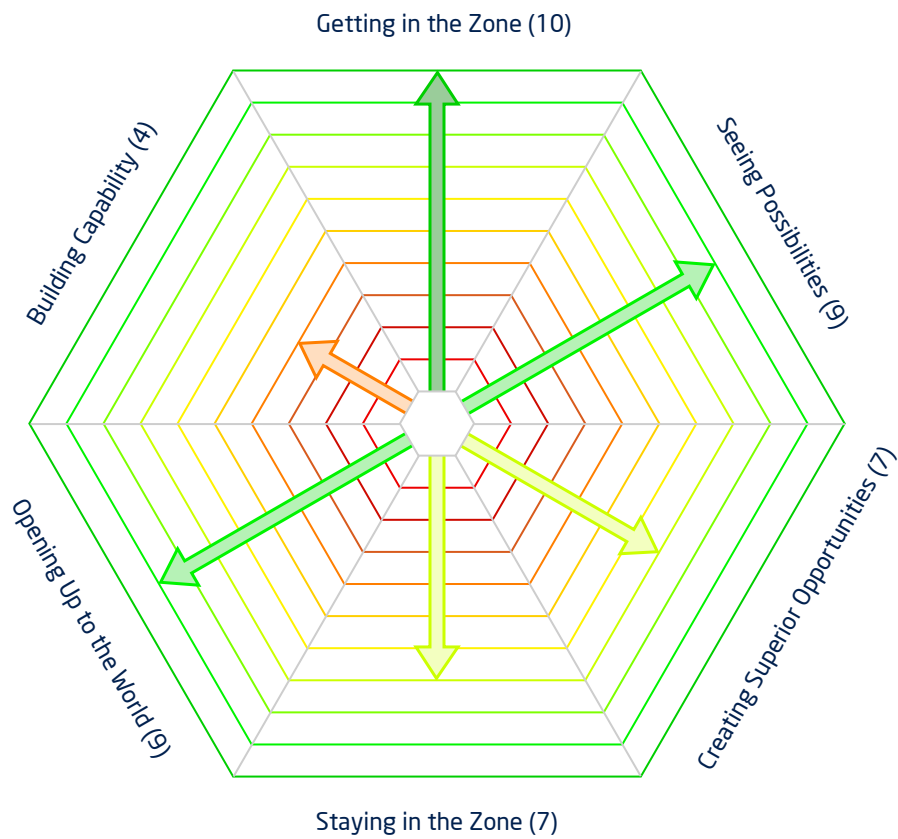
Entrepreneurial Potential Summary

The Entrepreneurial Potential Summary provides an overall entrepreneurial potential score and summary information on the 6 core areas of the Entrecode® model.

Entrepreneurial Potential Profile

The Entrepreneurial Potential Profile provides greater detail by breaking the 6 core areas down into 21 aspects of entrepreneurial potential. For each of the 21 areas a description is provided which varies according to David Hall's score.

Entrepreneurial Potential Summary



Getting in the Zone

the optimal state of mind to create success

Seeing Possibilities

the unique ways in which entrepreneurs view the world, take in information and create insights

Creating Superior Opportunities

identifying client problems that need to be solved and leveraging solutions to transform business results

Staying in the Zone

prioritising, sequencing and focusing energy on a very specific target

Opening Up to the World

building networks, and forming relationships to enable the business to develop

Building Capability

focusing efforts on building the capacity of the business

Entrepreneurial Potential Profile

GETTING IN THE ZONE

Achievement Drive		shows total commitment to succeeding and achieving results
Compelling Vision		creates a strong, compelling vision of what they would like the future to look like
Energy		consistently puts masses of energy into making things happen
Action Oriented		displays a strong preference for acting quickly and decisively, being impatient to move things on

SEEING POSSIBILITIES

Big Picture		clearly focused on the big picture and the wider issues that matter
Options Thinking		explores a wider range of alternative approaches to issues than most
Savvy		confidently uses own intuition and experience to make judgements

CREATING SUPERIOR OPPORTUNITIES

Problem Seeking		seeks to understand the problems that challenge their customers
Synthesis		reasonably skilled at integrating information to come up with new approaches
Problem Solving		produces strong commercial solutions to customer problems that often lead to new business opportunities
Delighting Customers		reasonably focused on delivering a high quality service to customers

Entrepreneurial Potential Profile




STAYING IN THE ZONE

Focus		stays focused on clear priorities, avoiding distractions
Positive Mindset		generally displays a positive outlook and is prepared to adapt to new challenges
Self-determining		comfortable making decisions which will shape own destiny
Persistence		reasonably persistent in seeing things through to the end, recovering from setbacks as quickly as most people

OPENING UP TO THE WORLD

Expressing Passion		expresses ideas and opinions in a highly persuasive and inspiring manner
Purposeful Networking		builds and sustains appropriate networks to establish useful business relationships
Creating Partnerships		skilled at negotiating, generating sales and building strong commercial partnerships

BUILDING CAPABILITY

Building Up the Team		may be less interested than others in co-ordinating and motivating the team
Experiential Learning		occasionally may learn from active experimentation but more likely to learn in other ways
Staying on Track		puts reasonable effort into maintaining performance and seeking continuous improvement

Entrepreneurial Potential Scale

The results are based on a comparison with a group of over 1,000 professionals. The results are expressed on a 1 to 10 scale with the following meaning:

- 1** = higher potential than about 1% of professionals
- 2** = higher potential than about 5% of professionals
- 3** = higher potential than about 10% of professionals
- 4** = higher potential than about 25% of professionals
- 5** = higher potential than about 40% of professionals
- 6** = higher potential than about 60% of professionals
- 7** = higher potential than about 75% of professionals
- 8** = higher potential than about 90% of professionals
- 9** = higher potential than about 95% of professionals
- 10** = higher potential than about 99% of professionals