

MANAGEMENT & LEADERSHIP QUOTIENT

Management & Leadership are two completely different activities of Great Leaders, yet extremely additional to each other. Great Leaders demonstrate a high level of constant combination between those two activities.

Management refers to the long term design, building and maintenance of a structure ready to operate. Leadership refers to the short term behaviors to facilitate people in the structure to reach their goals.

If a leader concentrates only on the Management activity, you obtain "nice plans" but no results.

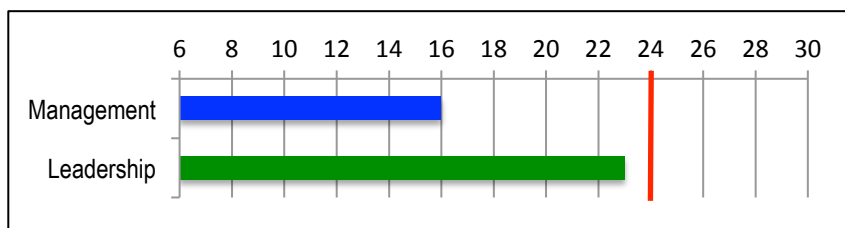
If a leader concentrates only on the Leadership activity, you obtain short-term results but without a long term plan.

This report belongs to:

Name: **Pierre Dupont**
Date: **17-Jan-2013**

Function: **Marketing Manager**
Company: **Sample Company**

YOUR MANAGEMENT & LEADERSHIP QUOTIENT:



The 12 questions you answered were evenly distributed between Management & Leadership. Each question could be rated from 1 (not at all) to 5 (absolutely).

The graph shows your personal scores and how your quotient is balanced between Management & Leadership.

Your Total Quotient Score is the addition of your Management & Leadership scores.

The goal of the Quotient is to have both scores as close as possible to each other.

YOUR TOTAL QUOTIENT SCORE:

Min = 12; Max = 60

Target = min. 48 (red line at 24 with even distribution)

39

HOW YOUR QUOTIENT IS BALANCED?

Ratio of alignment between

Management & Leadership:

Target = more than 85% alignment

71

You have a natural tendency to underperform in your

Management activities.

Most managers have a tendency to underperform in one of the two main activities of Great Leaders: either Management or Leadership. Your percentage of deviation between both activities shows you how strongly you under-perform in one of them.

If your percentage is 100, check your total Quotient score for further improvement.

Want now to know more about the 7 Wonders of Great Leaders™ and how to maximize your Management & Leadership Quotient?

Contact us for further development and information