Executive Potential Quiz

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| **HOW TO MAKE YOUR MARK** | | |
| Circle the letter, as illustrated to the right, that best represents your acceptance or rejection of the statements that follow. | Strongly disagree  Moderately disagree  Neutral or uncertain Moderately agree Strongly Agree | D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A |

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| **FORTY QUICK DECISIONS** | |
| 1. You would deliberately modify your style in order to achieve your ends. 2. You have a highly developed sense of intuitive judgement, common sense and problem solving. 3. You seldom try to do more than one thing at a time (talk on the phone while watching the news, etc.) 4. You consider many jobs/tasks to be beneath you. 5. You try to influence strongly the outcome of events. 6. Even though you really enjoy what you are doing, you find that your mind is easily distracted. 7. You are more sensitive to rejection than most people. 8. It irritates you when others treat life as nothing more than a game. 9. You read a minimum of 20 books a year (fiction and non-fiction) and at least 10 magazines / articles per month 10. You rarely remember your dreams. 11. You have a deep dislike of regularity or systematization. 12. Although you know you have a lot of potential, you have seldom taxed your capacity to the maximum. 13. You are more competent and better able to motivate others than most people. 14. You find it hard to keep your motivation on one task or one job at the same time. 15. You have contempt for what may be called a conformist society. 16. It is very easy to ruffle your feathers or to get your back up. 17. You consider yourself more of a practical person than a creative person. 18. You are always ready and willing to make changes. 19. You prefer to stay unstructured and seldom like to plan things out in advance. 20. You exert so much energy at work that there is little left for play. 21. Being successful at work is the most important priority in your life. 22. You try hardest when your work is being evaluated by others. 23. You believe the present is all that really counts and have little interest in postponing your pleasures. 24. It really gets on your nerves when you make small mistakes or experience even trivial setbacks. 25. The logical and factual part of your mind appears stronger than the intuitive (feeling) part of your mind. 26. In school, math was one of your best subjects. 27. It is better to do something 70% correct than waste your time trying to get it perfect. 28. When things go wrong, you do not feel most responsible or blame yourself more than others. 29. Without a fulltime career/job, you doubt that you could be happy. 30. You need to be psyched up or encouraged by others in order to do your best. 31. When making speeches, you usually like to wing it rather than carefully planning what to say. 32. You would dislike a job that caused you headaches, acid indigestion, ulcers due to the competitive stress level. 33. When all the facts say ‘Go for it!’ but a nagging inner feeling says no, you follow the inner feeling. 34. You would rather make an occasional wrong decision than makes few but always correct decisions. 35. You have a difficult time doing a job well when you personally dislike the task. 36. Resigning your position as a matter of principle to support a cause that you believe in seems immature to you. 37. You are a fast moving person on the go from morning to night. 38. You insist on having total advance knowledge of any new venture before you enter into it. 39. You usually have difficulty stating your ideas when around well-educated or intelligent people. 40. You are quick to criticize or discount the foolish opinions and actions of people you do not respect. | D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A  D d ? a A |

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| **EXECUTIVE SCORECARD** | |
| **Thinking**  For questions 1, 2, 9, 10, 17, 18, 25, 26, 33 and 34, give yourself:  5 points for each ‘A’ circled  4 points for each ‘a’ circled  2 points for each ‘?’ circled  Total raw score \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Percentile: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | **Motivation**  For questions 5, 13, 21, 29, and 37, give yourself:  5 points for each ‘A’ circled  4 points for each ‘a’ circled  2 points for each ‘?’ circled  For questions 6, 14, 22, 30, and 8 give yourself:  5 points for each ‘A’ circled  4 points for each ‘a’ circled  2 points for each ‘?’ circled  Total raw score \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Percentile: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| **Work Habits**  For questions 3, 4, 11, 12, 19, 20, 27, 28, 35 and 36, give yourself:  5 points for each ‘D’ circled  4 points for each ‘d’ circled  2 points for each ‘?’ circled  Total raw score \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Percentile: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  **Find your percentiles by using the conversion chart below** | **Self and Others**  For questions 7, 8, 15, 16, 23, 24, 31, 32, 39 and 40, give yourself:  5 points for each ‘D’ circled  4 points for each ‘d’ circled  2 points for each ‘?’ circled  Total raw score \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Percentile: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

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| **HOW YOU STACK UP WITH HIGH PERFORMING EXECUTIVES** | | |
| **Conversion Chart**  Use the table to the right to convert your raw score on each trait into a percentile score (the average business person scores at the 50th percentile). Then use the chart below to compare your results with those of other executives.  *For example: if your raw score in the Thinking category is 23 points, your percentile score is 55. This means that you are more competent in this area than 55% of business people. But as illustrated, it also means that you are 20% below the average percentile for successful top executives.* | **Raw Score**  47-50  44-46  41-43  38-40  36-37  34-35  31-33  29-30  27-28  25-26  23-24  21-22  19-20  18  16-17  14-15  12-13  11  10  9  0-8 | **Percentile Score**  99  97  95  90  85  80  75  70  65  60  55  50  45  40  35  30  25  20  15  10  5 |

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| **Executive Traits**  *Thinking:* tendency to think logically, pragmatically, inventively; to act decisively; and to stay open to progressive ideas.  *Work Habits:* degree to which you act in an expedient, well organized, dedicated and responsible manner with attention to quality.  *Motivation:* ambition and energy level, desire to lead, initiate and act with courage in the face of failure.  *Self and Others:* degree to which you appear good natured, mature, open to constructive criticism and possess good human relations skills.  *Average Score:* add up total scores from all four areas and divide by four | **Percentile Score** | **Average Percentile for sample of successful top executives**  **75**  **65**  **75**  **70**  **70** |

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