

360° Report prepared for

**AHMED AL ALI**



Feedback from the people who work with you

Edward  
Hannah  
Graham  
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Brian  
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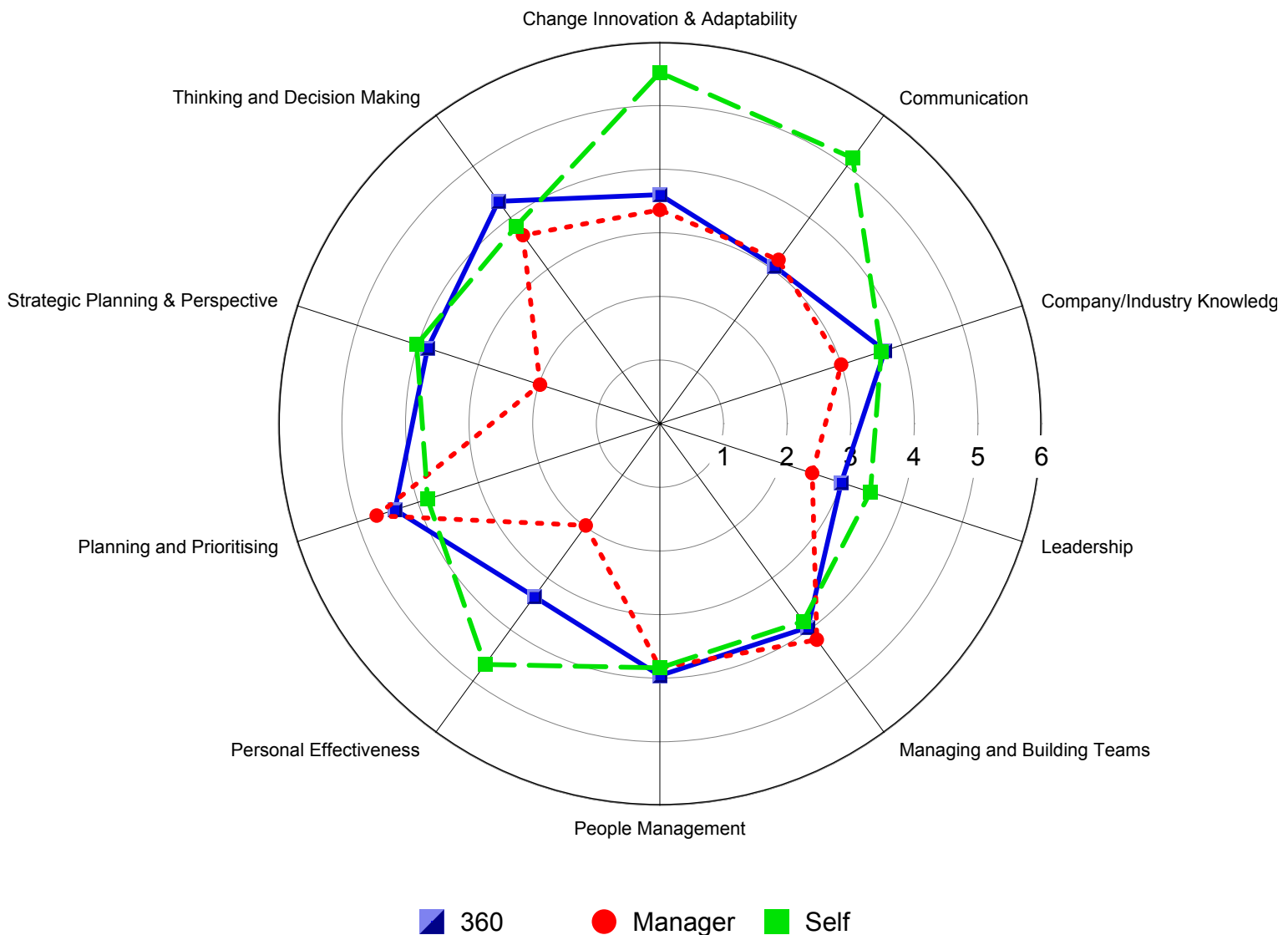
# A 360° Overview

The following radar plot shows the opinions of yourself, your manager and the 360 average of all participants (including your manager, but not yourself). This aims to provide a visual 360° reference of the contrasting views of your performance against the agreed competencies.



0	I do not have enough data to comment on this behaviour indicator
1	Requires significant development
2	Requires some development
3	Demonstrates this to a satisfactory level
4	Demonstrates this well
5	Consistently demonstrates this very well
6	Acts as an outstanding role model for others

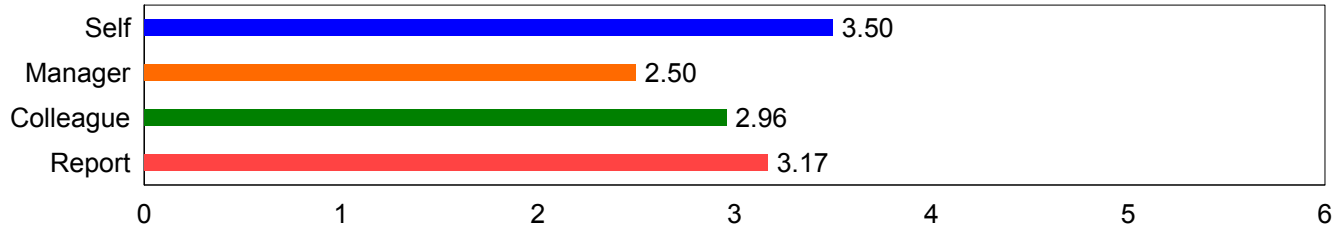
## 360° Overview



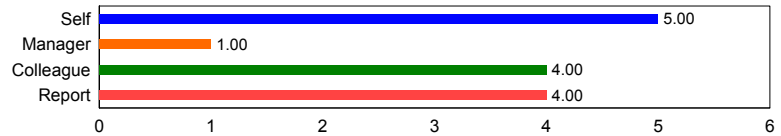
# Leadership



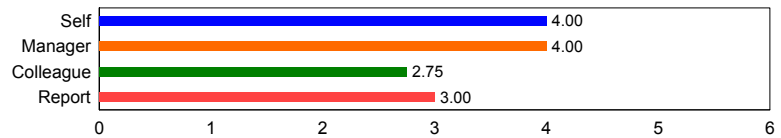
## Summary



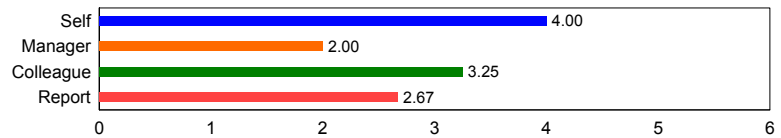
**Delegates effectively by taking into account the potential of the individual and the needs of the job**



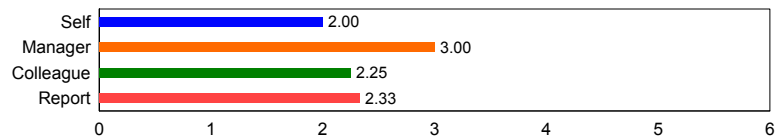
**Demonstrates a strong orientation towards achievement and success in self and others**



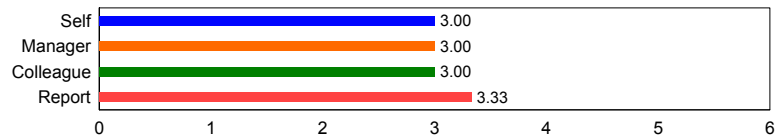
**Inspires enthusiasm and energy in others to follow a given direction**



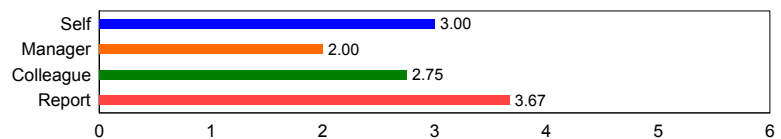
**Is resilient in pursuing business goals even when the going gets tough**



**Projects a positive self image to win the commitment of others**



**Takes charge to lead and direct the efforts of others**



# Leadership



**In the box below please describe what, in your opinion, Ahmed AL ALI does well in this area?**

- Is good at setting goals and giving direction.
- Good physical presence, and presents generally positive image with strong orientation towards individual and collective success
- Has a burning desire to succeed and pursues goals that often appear a lost cause.
- Ahmed is one of the best leaders in our business and I think a great example of how to delegate,
- **This response is an example of random sampling.**
- Good around leadership approach / style and skills. good delegation and succession management enabling others to aspire to greater positions.
- Goal orientated
- Ahmed clearly demonstrates his focus on delivering company business goals
- Encourages and inspires confidence in team
- Leads well from the front

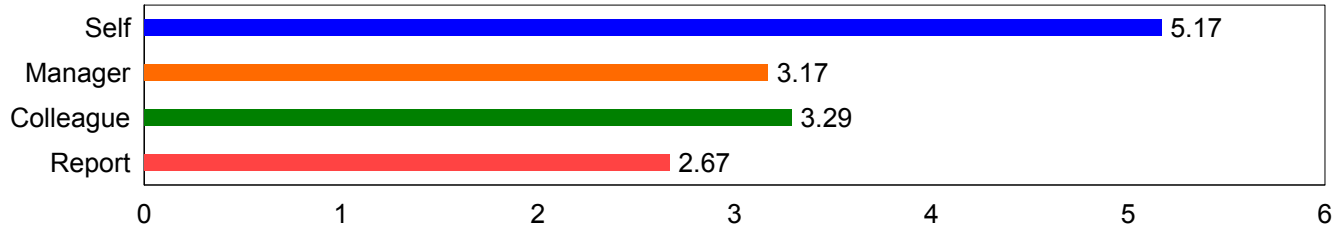
**In the box below please describe what, in your opinion, Ahmed AL ALI could do differently that would improve their performance in this area?**

- Could provide greater enthusiasm.
- Consult more fully
- **This response is an example of random sampling.**
- Ahmed projects himself well particularly if he is client facing. He can appear intimidating when you first meet him on a one to one basis.
- He could improve his ability to take charge - when the situation demands it - he can have a tendency to reflect for slightly too long, or withdraw from the situation if he feels that he is likely to face opposition.
- Better control of consistency of decision making when the “going gets tough” concerted pressure can impact on effectiveness.
- In my opinion the department could be structured in a different way which would make more efficient use of time. Too many of the staff dabble in several areas which leads to inefficient working
- Take more time to bring others with me
- Get closer to operations and provide clearer direction
- Does not delegate enough. Sometimes in setting targets and goals can demoralise rather than enthuse

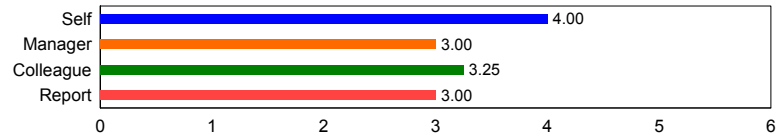
# Communication



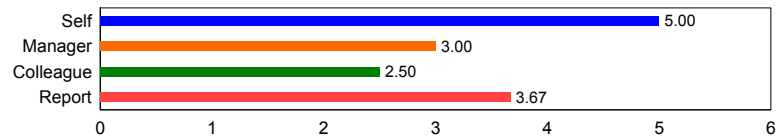
## Summary



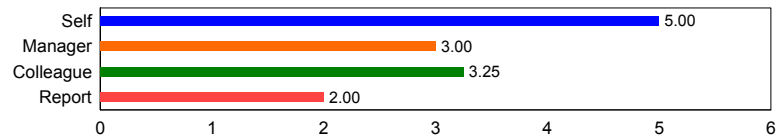
### Clearly expresses thoughts and ideas in a logical manner



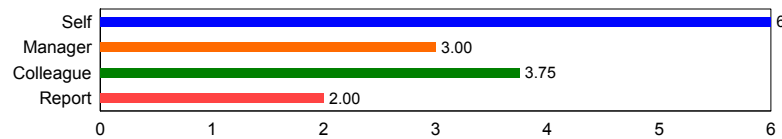
### Communicates confidently and effectively to a wide variety of audiences



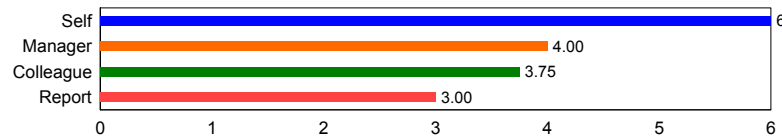
### Develops clear, professional and credible presentations



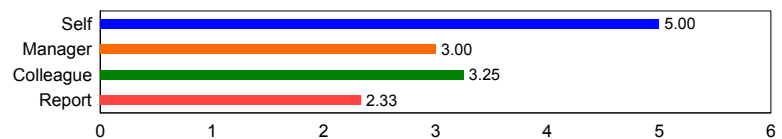
### Listens effectively to others ideas and point of view



### Maintains a precise and constant flow of information



### Produces written documents that are clear, concise and easy to follow



# Communication



**In the box below please describe what, in your opinion, Ahmed AL ALI does well in this area?**

- Communication is effective to a number of audiences. Does manage to provide impact.
- Excellent and balanced listener, will provide platform for others to express their views.
- **This response is an example of random sampling.**
- Reasoned and articulate
- Ahmed is very good at giving polished and credible presentations. A good example was our recent conference
- Is a very good listener to others but this can be a negative
- Listens and then presents well on analysis
- Ahmed is an effective and thoughtful listener, with a gift for asking a slightly lateral question that will really test the quality of the proposition that is being made. He is also an accomplished presenter. He plans and targets her messages.
- Good confident verbal communications
- Presentational skills have improved and are now maintain the listners interest

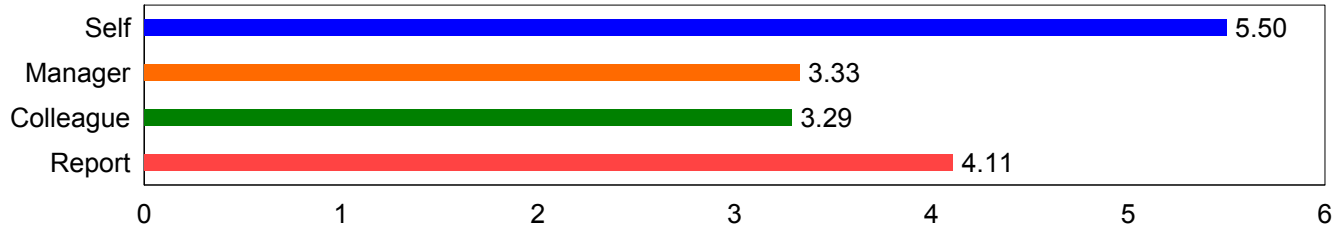
**In the box below please describe what, in your opinion, Ahmed AL ALI could do differently that would improve their performance in this area?**

- Ahmed is less clear at expressing his wishes on an informal level. There have been occasions where there have been misunderstandings about precise details of requirements. Ahmed puts up barriers to informal and spontaneous communication.
- Improve on consistency of presentation style.
- Listens to staff but does not then take the lead and say " this is where we are going". Placates too many people
- Ahmeds tendency to withdraw at times can interfere with the flow of information on progress, issues to resolve etc.
- **This response is an example of random sampling.**
- More emphasis on content / back up to ideas
- I have learnt to ensure that Ahmed is specific in his requirements otherwise you find that what you provide does not meet what he thought he asked for.
- Listen better and demonstrate greater empathy
- Others may find reasoning articulation difficult to follow. Consider simplification at times.
- More consultation

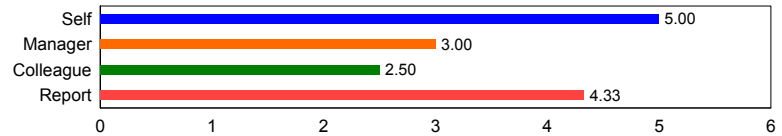
# Change Innovation and Adaptability



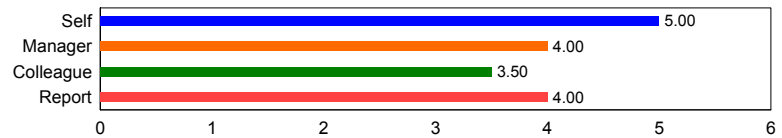
## Summary



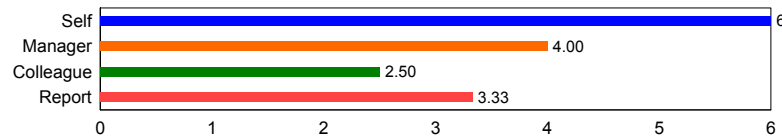
### Considers new, untested and innovative ways to improve current activities



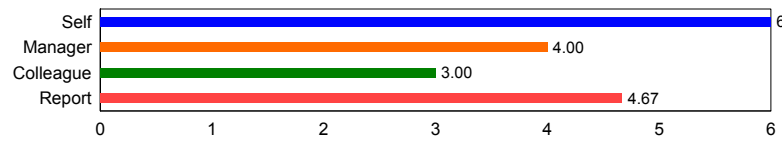
### Demonstrates flexibility in a fast changing environment



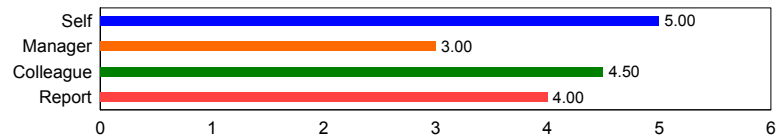
### Encourages innovation and creativity in others



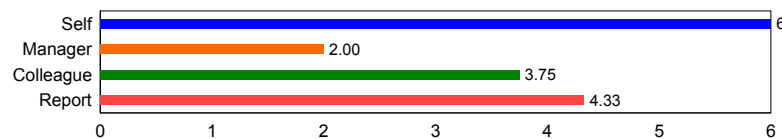
### Is willing to take calculated and managed risks



### Manages change priorities in accordance with business needs



### Responds in a professional and positive manner to a constantly changing environment





# Change Innovation and Adaptability



**In the box below please describe what, in your opinion, Ahmed AL ALI does well in this area?**

- Has a professional approach to change and challenges others to look at problems / tasks differently
- Very focused to try something better and more competitive and bring people along
- This response is an example of random sampling.
- Too many restrictions within their business to allow creativity or risk.
- Shows very strong commitment to change / innovation
- Ahmed is very active at seeking creativity in others.
- is excited by opportunity of change
- Ahmed has a creative mind and appreciates creativity in others and is encouraging
- I believe Ahmed would be a risk taker and more creative in a different environment
- Very strong encourager of innovation in others, sees real value in alternative solution

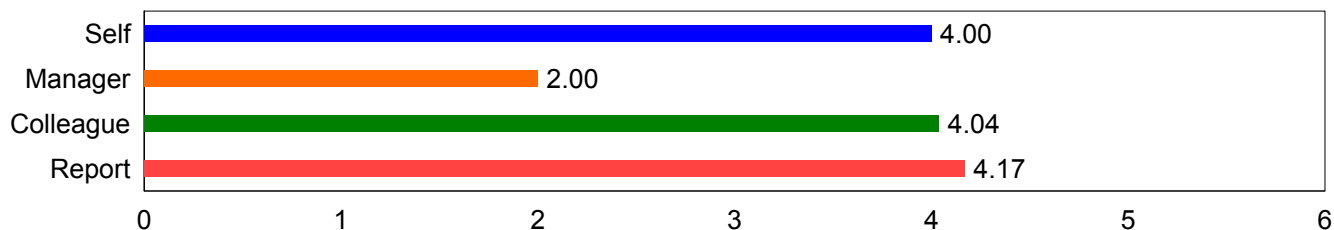
**In the box below please describe what, in your opinion, Ahmed AL ALI could do differently that would improve their performance in this area?**

- Needs to give more direction / input to team, and back ideas with action
- This response is an example of random sampling.
- Could ensure all changes / innovations are driven through to completion. Take more cognisance of ideas from different industries.
- See question 8
- He needs to be more comfortable with the possibility of failure.
- He could improve his enthusiasm for trying out new ways of doing things.
- Is sometimes so risk adverse that will not consider the option
- Ahmed does not always respond positively when in an unprepared or informal situation
- Look at consistency providing clarity of direction during periods of change/pressure.
- be more receptive of impact on others

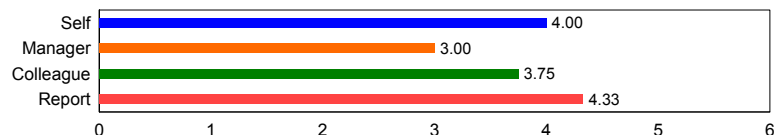
# Strategic Planning and Perspective



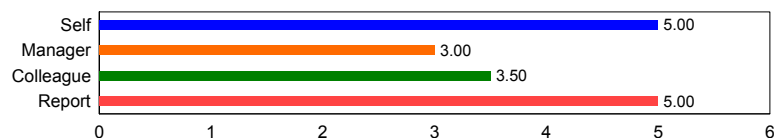
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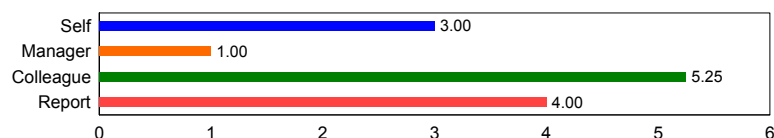
### Communicates the role that their team plays in facilitating and achieving the business objectives



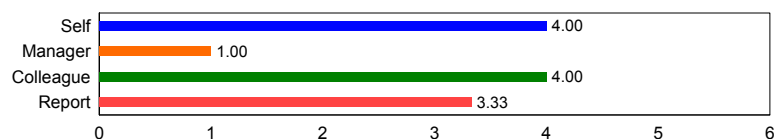
### Formulates solutions by recognising the relationship between different business areas and situations



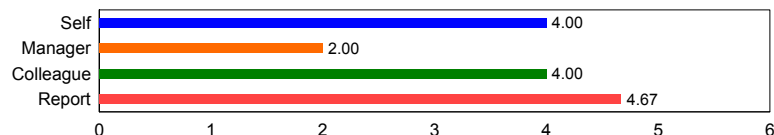
### Takes responsibility and ownership for turning ideas into actions



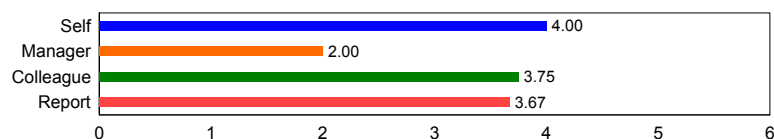
### Takes the longer term organisational requirements into account when making business decisions



### Translates business goals and objectives into workable and tangible operational plans



### Understands the current and future direction of the company



# Strategic Planning and Perspective



**In the box below please describe what, in your opinion, Ahmed AL ALI does well in this area?**

- Ahmed is a great champion for his team within the business and takes every opportunity to explain how well they have done to achieve goals in very adverse circumstances.
- Delegating responsibility to the team for developing the divisional business planning
- Strong at company level little experience of role at Division
- Has a good understanding of the company's vision and strategy. Her views are valued in strategic debates.
- Ahmed has a a very clear understanding of the business needs
- Clear strategic mind
- **This response is an example of random sampling.**
- Very strong team ethic, makes concerted attempt (mostly successful) to ensure formation of strong and effective teams
- As in the question above very tied by policy but the team know the objectives of the division and the company. Tries hard to be a global player and not a silo operator
- Very good understanding of the bigger picture for the business and the strategic decisions it faces

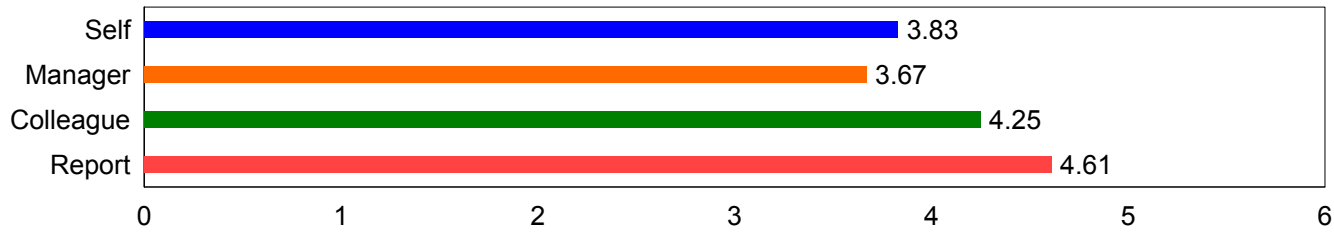
**In the box below please describe what, in your opinion, Ahmed AL ALI could do differently that would improve their performance in this area?**

- Implementation of ideas needs to be more evident
- Improved communication with her subordinate team on business and strategic issues
- Although happy to take responsibility for improvements a tendency for them not to be driven to completion.
- Try to be less "clever" with objectives and goals and be more specific
- Make conscious effort to ensure wider business alignment when making significant decision
- **This response is an example of random sampling.**
- Don't lose sight of the implementation
- Ahmed needs to broaden his perspective beyond the confines of his own Division and their customers.
- See question 11 - difficult to make strategic decisions as the company is so process driven within a narrow band of opportunities

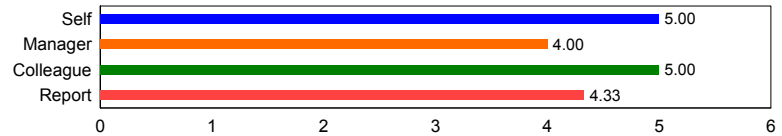
# Thinking and Decision Making



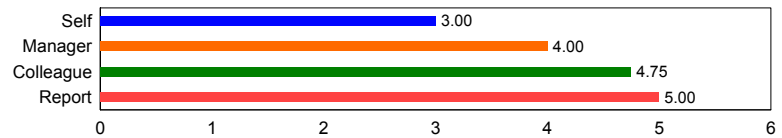
## Summary



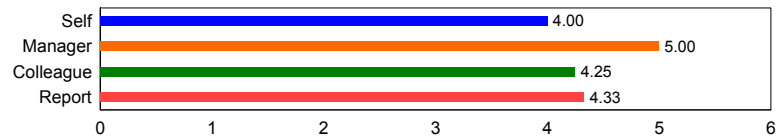
**Addresses problems in a timely fashion without procrastination**



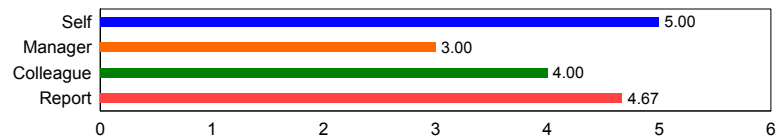
**Collects the input from others - valuing their ideas, opinions and contributions**



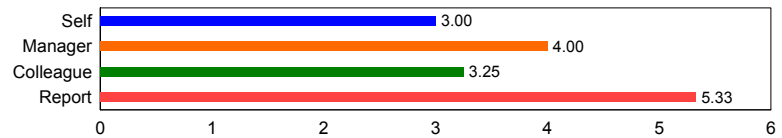
**Demonstrates a structured, but lateral approach and objective view towards decision making**



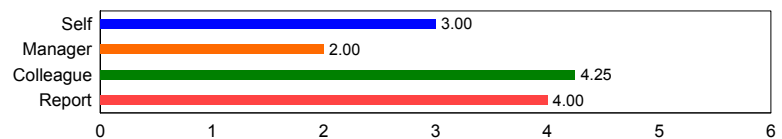
**Displays flexibility and creativity when generating ideas / solutions**



**Makes sound decision based on consideration of risks, alternatives and practical implications**



**Solves problems by taking a broad view of the situation, stepping back from the detail in order to assess the wider impact**



# Thinking and Decision Making



**In the box below please describe what, in your opinion, Ahmed AL ALI does well in this area?**

- Ahmed makes timely decisions based on sound thinking
- Ahmed White is one of our more lateral thinkers and will usually challenge a proposition from a perspective that has not been raised by a colleague, but is valid nonetheless.
- **This response is an example of random sampling.**
- Ultimately the decisions taken are good. Does not take a "flyer" but considers all options
- Has the ability to think strategically after analysing information and presenting in a understood fashion.
- Appears to be thoughtful and precise
- Quick thinking and creative
- When a decision is made am forceful in making it work
- Good thinker, prior to making decisions, both in conventional and lateral manner, good ideas

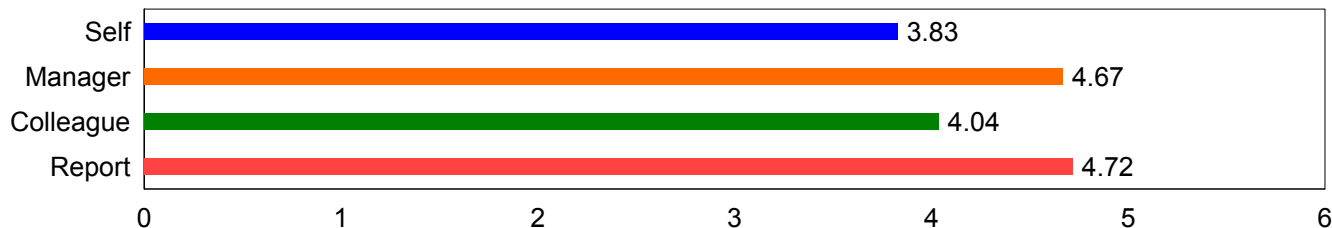
**In the box below please describe what, in your opinion, Ahmed AL ALI could do differently that would improve their performance in this area?**

- As stated before, probably listens too much to others. Staff would prefer that their opinions are consulted but a quick resolution is made. Might be surprised that the reaction of staff would not be negative
- Limited interface here
- Don't take too long to make the decision
- Some decisions can appear to be predicated on an appeasement agenda with an emphasis on avoiding confrontation
- Need to take account of views of all stakeholders, especially where they conflict with own opinion
- Ensure problems are dealt with in a speedier manner.
- His decision-making and risk assessment is often on the cautious side and this can sometimes be compounded by the deferral of a decision that does not benefit from the delay.
- Try to consistently recognise the time dimension associated with decision making, can be procrastinate
- Stay out of the detail so as to take a wider view
- **This response is an example of random sampling.**

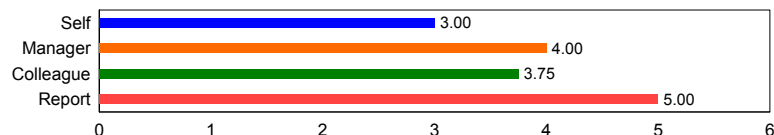
# Planning and Prioritising



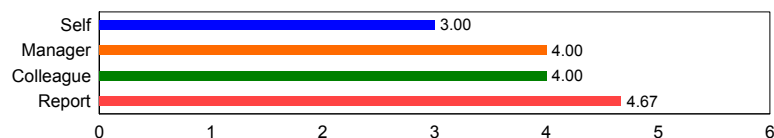
## Summary



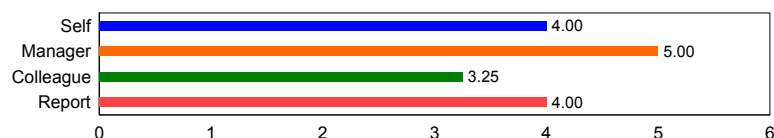
### Demonstrates focus on the objectives and end results



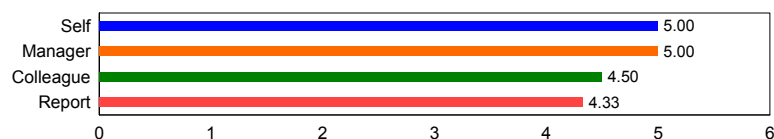
### Effectively plans both day-to-day work and ad-hoc projects of self and others



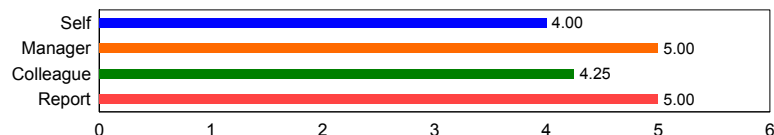
### Manages own time, ensuring priorities are set and dealt with effectively



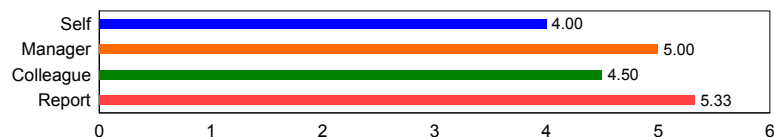
### Monitors progress, managing any inconsistencies before they reach a critical stage



### Prioritises and monitors own work schedules and that of team members, demonstrating flexibility as new issues arise



### Produces clear business plans that mirror business objectives



# Planning and Prioritising



**In the box below please describe what, in your opinion, Ahmed AL ALI does well in this area?**

- Good at business planning and appears to have a real interest in it
- Works well at keeping the general flow of work going
- Solid planner, thinks clearly before setting course of action in train
- Effective planning and organisation
- Providing pre-meeting objectives and requirements he wishes to achieve at meeting
- Good at dealing with priorities
- This response is an example of random sampling.
- Again appears to be very logical and focused but limited experience
- Structured approach
- Ahmed is an effective manager of his own time and often, the time of others.

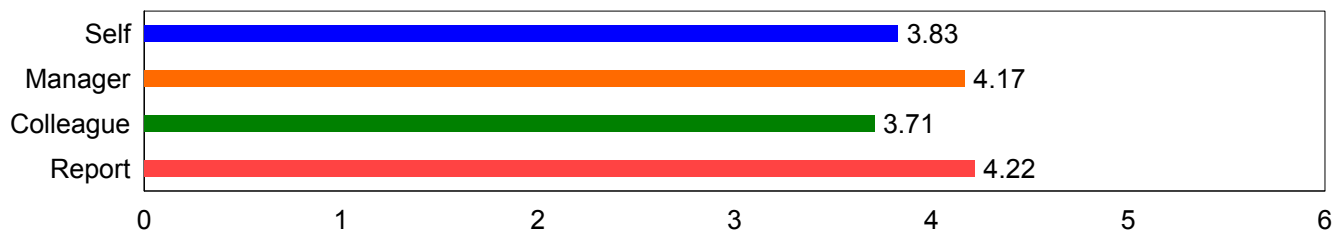
**In the box below please describe what, in your opinion, Ahmed AL ALI could do differently that would improve their performance in this area?**

- Could monitor progress more closely
- He sometimes has too close a focus on the opportunities that fit his Division but not the risk profile that the business is willing to accept.
- Could focus more on a longer term view of the development of the division
- Nothing specific
- Look closer at progress, Management at critical stages.
- This response is an example of random sampling.
- Suspect that not enough time left for strategic thinking
- Tries to do too much and diary becomes over-filled. partly due to the division not being set up as well as it could.
- Keep concentrating on what is important
- Meets all deadlines

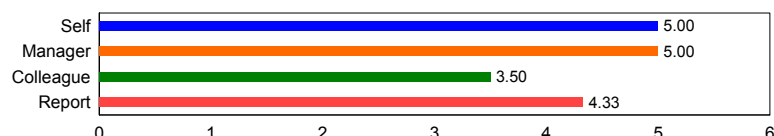
# Managing and Building Teams



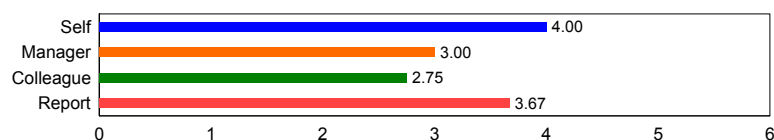
## Summary



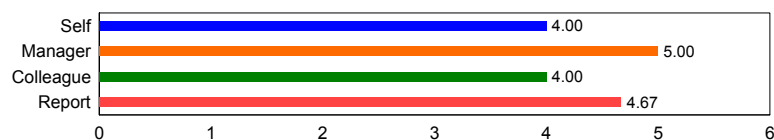
**Actively builds relationships within/ between team members in a co-operative and effective manner**



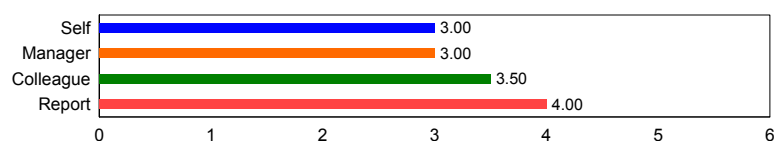
**Demonstrates awareness of the different cultural needs of team members, displaying sensitivity when dealing with issues that may be culturally sensitive**



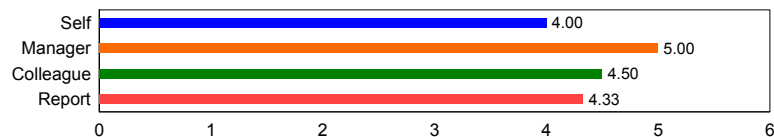
**Develops the skills and qualities of team members in order to maximise team and/or project success**



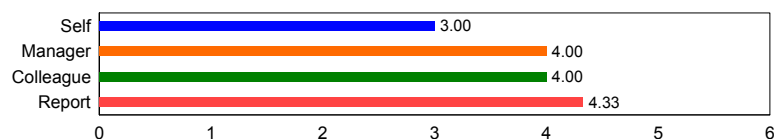
**Effectively manages and develops teams across multiple locations**



**Gives appropriate levels of autonomy to allow individuals to exercise their own judgement**



**Identifies suitable individuals for tasks by analysing their capabilities and potential**





# Managing and Building Teams



**In the box below please describe what, in your opinion, Ahmed AL ALI does well in this area?**

- This response is an example of random sampling.
- Very sensitive to individuals. This could also be considered a fault. keen that staff that perform well or have special talents are fast tracked
- Encouraging team building through autonomy and ownership of results
- Very good teamwork skills and attributes. High levels of trust and delegation enables team to grow.
- Effective delegation and empowerment
- Ahmed is an able delegator
- Delegating responsibility and allowing others to get on with there job
- Generally good with people, both peers and teams, displays empathy
- Loyal
- Ahmed sets very high standards of performance and maintains a single-minded approach when selecting teams - only the very best will do. However, this can generate imbalance when adding people that she does not know.

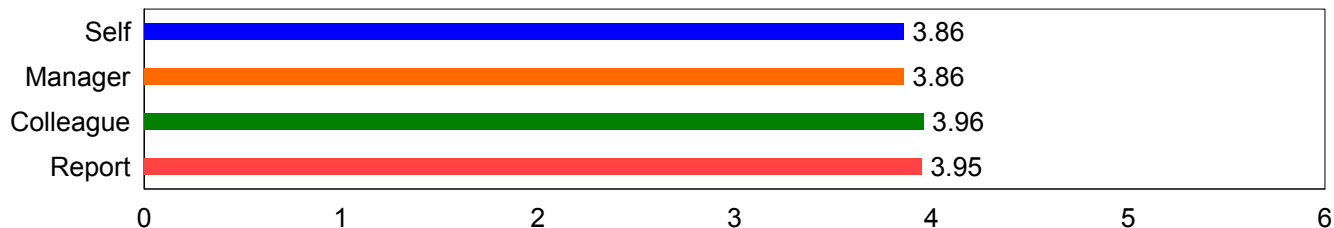
**In the box below please describe what, in your opinion, Ahmed AL ALI could do differently that would improve their performance in this area?**

- Need to more robustly examine level of reliance on a small number of senior players in his team.
- This response is an example of random sampling.
- Could reorganise the department to better suit some of the staff strengths
- No comment
- Better connection with team at all levels
- Ahmed is not good at building informal relationships with team members, he can appear aloof and preoccupied
- Having delegated then getting into the detail rather than standing back and just taking the wider view
- Ahmed needs to accept that when selecting new people to join his team he will not be able to get evidence of a 100% fit and that some people may require the opportunity to develop their potential by doing the job.
- Consider regular feedback to these teams on performance.
- Be more empathetic

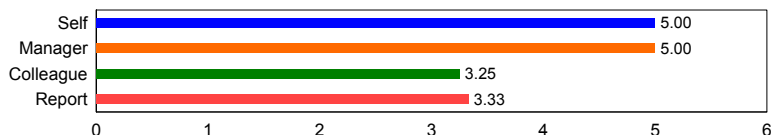
# People Management



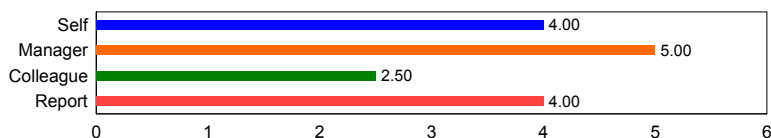
## Summary



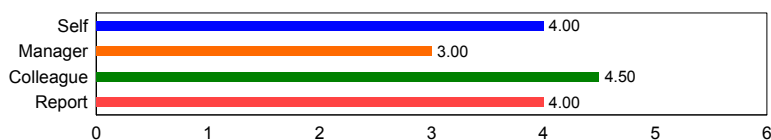
### Actively manages performance by conducting regular performance reviews



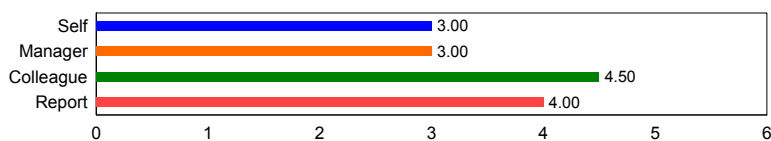
### Adapts personal style to meet the needs of the individual and the situation



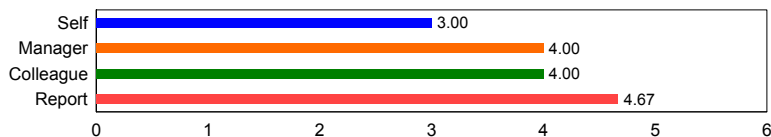
### Coaches others to develop to their full potential and improve performance



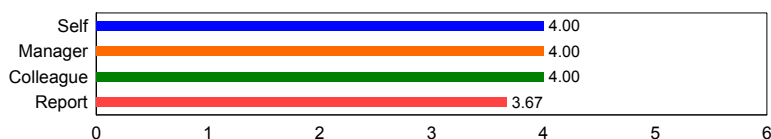
### Deals with difficult individuals and performance problems in a direct and honest manner as they arise



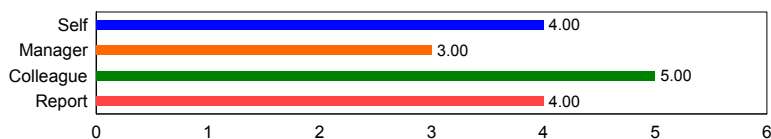
### Praises, recognises and values individuals contributions and effort



### Takes active responsibility for the development of others by setting realistic but challenging objectives



### Treats people fairly without undue favouritism





**In the box below please describe what, in your opinion, Ahmed AL ALI does well in this area?**

- Ahmed sets good stretching targets for her teams. He also demonstrates good recognition of high performance.
- very strong on People management.
- Ahmed is good at managing performance from a measurement point of view
- **This response is an example of random sampling.**
- Gives good recognition and encouragement of key individuals
- Ahmed identifies well with high performers and talented individuals and will provide great feedback, recognition and support for their development, both professionally and personally.
- Is innately fair in his dealings with people
- Respected leader for personal approach and expertise
- Recognise absolute importance of people

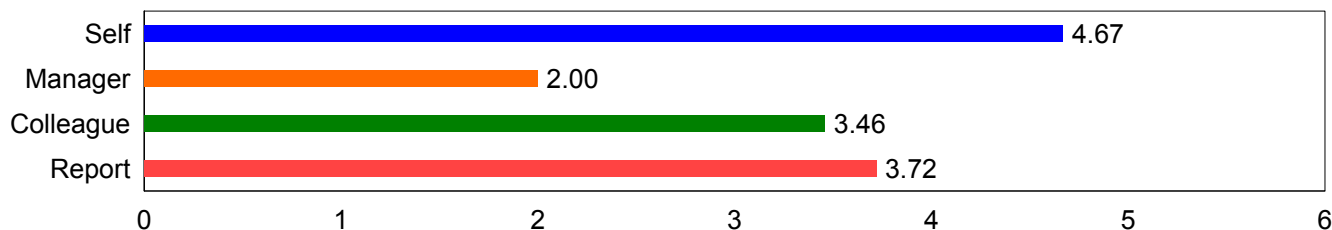
**In the box below please describe what, in your opinion, Ahmed AL ALI could do differently that would improve their performance in this area?**

- Be more consistent in management development of all members of the team
- **This response is an example of random sampling.**
- Look at management of people when difficult situations arise, has tendency to want to be “fair” to all can impede on decision making
- Develop style further
- Once judgment has been made on individuals it is difficult for Ahmed to change her view. This is not a frequent issue but can result in not seeing the strengths in people.
- Could deal with difficult individuals in a faster manner.
- Ahmed is not good at giving praise and often only comments by saying that something could have been so much better.
- Ensure importance is consistently reflected in actions
- Try to be more inspirational than dogged
- No comments that would be of help

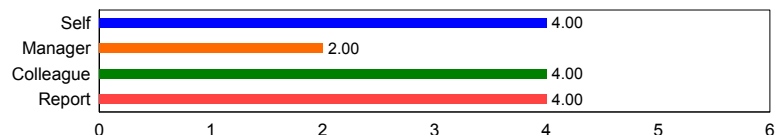
# Personal Effectiveness



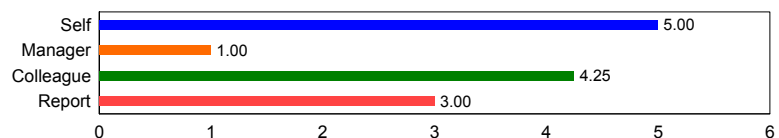
## Summary



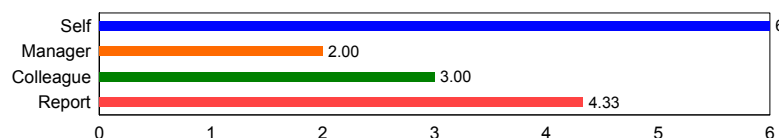
**Actively seeks feedback on management style and proactively works to improve based on feedback given**



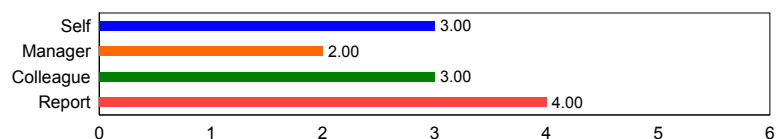
**Demonstrates integrity, fairness and consistency, maintaining confidentiality and honesty in dealing with internal and external customers**



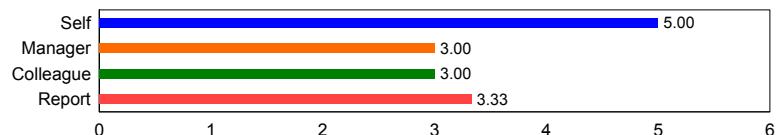
**Demonstrates professionalism and a real passion and energy**



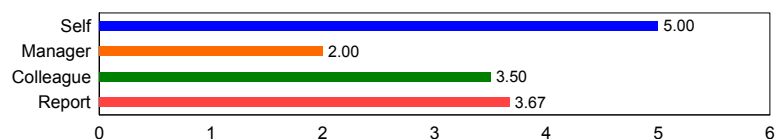
**Learns from previous experiences of self and others**



**Maintains a positive attitude, controlling own feelings of stress and anxiety when under pressure to ensure that others are not affected adversely**



**Recognises and manages emotions and emotional situations in a sensitive and appropriate manner**





**In the box below please describe what, in your opinion, Ahmed AL ALI does well in this area?**

- Deals effectively with external customers, able to form and maintain meaningful long relationships.
- Outwardly in situations where Ahmed has prepared he is positive
- Ahmed has a quiet, calm passion for his part of the business, but lets this shine through at appropriate moments, to great effect. He is also emotionally aware and shows great integrity in addressing these situations.
- Always appears logical and fair
- Good control and determination in dealing with big challenges
- Maintains an even temperament and always appears fair and honest
- Always seeking a better way
- Very strong area. Must come under considerable stress at times but it never shows. An area of management that have great respect for
- Good at noticing others emotions and adapting style accordingly.
- **This response is an example of random sampling.**

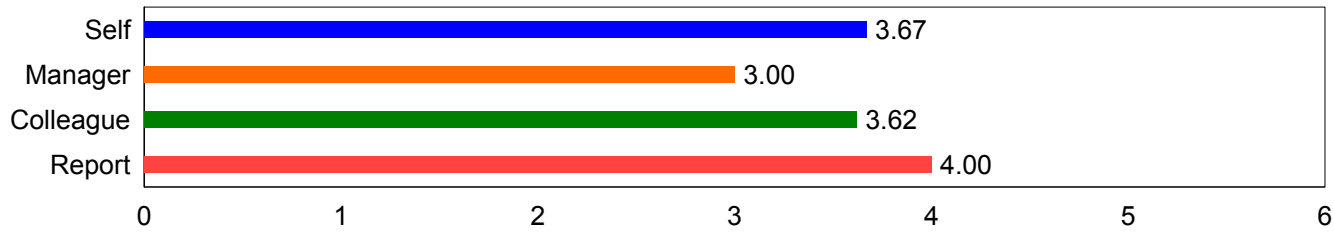
**In the box below please describe what, in your opinion, Ahmed AL ALI could do differently that would improve their performance in this area?**

- **This response is an example of random sampling.**
- He needs to recognise that people can develop and improve with time, some old dogs can and do learn new tricks. Ahmed is capable of being the trainer in this regard if he chooses.
- In situations where spontaneity comes into play Ahmed can be pessimistic and occasionally negative.
- I'm not sure whether Ahmed seeks feedback on his style or not.
- very strong area so little to change
- Be more prepared to try and fail
- Feedback not requested frequently
- Nothing specific
- Does consult with others but no real experience of this changing Ahmed.
- Whilst generally positive, periods of prolonged difficulty/stress can impact on behaviour

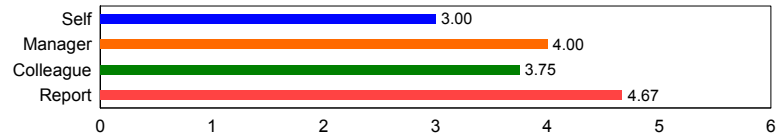
# Company/Industry Knowledge and Awareness



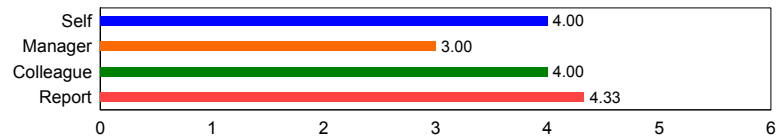
## Summary



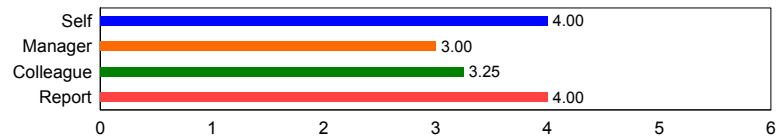
**Demonstrates an awareness of the formal and informal structures and relationships (politics) that operate within the organisation**



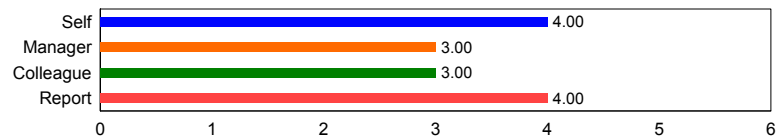
**Networks with key players in order to build strong relationships with both internal and external customers**



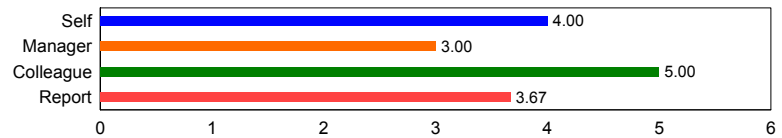
**Spends time and energy keeping up to date with market data and trends that affect the overall business**



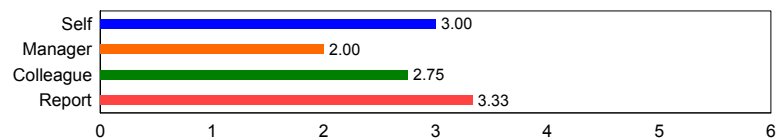
**Understands the business processes and procedures (within their areas of responsibility) to a sufficient level of detail to successfully manage and plan activities**



**Understands the cost revenue cycle, managing budgets and resources within corporate guidelines**



**Works within organisational boundaries for the benefit of their team / organisation**



# Company/Industry Knowledge and Awareness



**In the box below please describe what, in your opinion, Ahmed AL ALI does well in this area?**

- **This response is an example of random sampling.**
- Good networker, has made significant penetration within relevant business circles.
- Comfortably in control
- Ahmed has a very deep knowledge of the business and the team members
- Networking with and promoting company to clients and stakeholders
- Keeps abreast
- Appears to have a good knowledge of the key players important to the divisions business
- Works within the structure of the procedures and policies. Good commercial knowledge
- Ahmed is the class act in terms of managing the formal and informal structures within our organisation
- Understands business structures and politics and has wide network.

**In the box below please describe what, in your opinion, Ahmed AL ALI could do differently that would improve their performance in this area?**

- Nothing to add
- Could become more of an industry spokesman for relevant income streams.
- **This response is an example of random sampling.**
- Do even more of maintaining contacts with the key players when looking for work rather than only when solving existing problems
- Needs to work on political skills, not always effective within the internal arena.
- Develop networking skills
- Time management
- He could raise her profile within the infrastructure sector - this has already started but needs to be maintained.
- Nothing specific



### What one suggestion would you give that would significantly improve Ahmed AL ALI 's performance over the next 12 months?

- Build delivery knowledge and develop networks
- Build the necessary internal relationships to allow a proactive approach to the role.
- To have developed in the role and have a lot more exposure to various aspects of the business which will enable more constructive and proactive actions
- This response is an example of random sampling.
- I would like to see Ahmed looking after own team or even in the project side of the business. Ahmed is very much a people person with exceptional ideas.
- Communicate better and follow-up on tasks both internally and externally
- Involve others in strategy, not just the operations.
- The only area for improvement I can suggest is that Ahmed always considers the bigger picture (in terms of teams) when planning work and ensures adequate notice is given.



# Gap Analysis

The following tables detail the six behaviours where your opinion differs most from those around you. The first table ranks the behaviours where your perception is lower than those around you, and the second table ranks those where your perception is higher. The difference will indicate how great the learning opportunity might be.



## Hidden Strengths - Opportunities?

Competence	Behaviour	Gap
Thinking and Decision Making	Collects the input from others - valuing their ideas, opinions and contributions	1.9
Strategic Planning and Perspective	Takes responsibility and ownership for turning ideas into actions	1.7
People Management	Deals with difficult individuals and performance problems in a direct and honest manner as they arise	1.3
People Management	Praises, recognises and values individuals contributions and effort	1.3
Planning and Prioritising	Demonstrates focus on the objectives and end results	1.3
Planning and Prioritising	Effectively plans both day-to-day work and ad-hoc projects of self and others	1.3

## Hidden Weaknesses - Threats?

Competence	Behaviour	Gap
Change Innovation and Adaptability	Encourages innovation and creativity in others	-3.1
Communication	Listens effectively to others ideas and point of view	-3.0
Communication	Maintains a precise and constant flow of information	-2.6
Personal Effectiveness	Demonstrates professionalism and a real passion and energy	-2.5
Change Innovation and Adaptability	Is willing to take calculated and managed risks	-2.3
Communication	Develops clear, professional and credible presentations	-2.3

# Strengths and Weakness

Provides detail of your top ten highest behaviour ratings and your bottom ten lowest behaviour ratings.



## MOST SUCCESSFUL BEHAVIOURS

Rank	Competence	Behaviour	Φ
1	Planning and Prioritising	Produces clear business plans that mirror business objectives	4.9
2	Thinking and Decision Making	Collects the input from others - valuing their ideas, opinions and contributions	4.7
3	Planning and Prioritising	Prioritises and monitors own work schedules and that of team members, demonstrating flexibility as new issues arise	4.6
4	Thinking and Decision Making	Addresses problems in a timely fashion without procrastination	4.6
5	Managing and Building Teams	Gives appropriate levels of autonomy to allow individuals to exercise their own judgement	4.5
6	Planning and Prioritising	Monitors progress, managing any inconsistencies before they reach a critical stage	4.5
7	Managing and Building Teams	Develops the skills and qualities of team members in order to maximise team and/or project success	4.4
8	People Management	Treats people fairly without undue favouritism	4.4
9	Thinking and Decision Making	Demonstrates a structured, but lateral approach and objective view towards decision making	4.4
10	Company/Industry Knowledge and Awareness	Understands the cost revenue cycle, managing budgets and resources within corporate guidelines	4.3

## DEVELOPMENT OPPORTUNITIES

Rank	Competence	Behaviour	Φ
1	Leadership	Is resilient in pursuing business goals even when the going gets tough	2.4
2	Communication	Develops clear, professional and credible presentations	2.8
3	Communication	Produces written documents that are clear, concise and easy to follow	2.9
4	Company/Industry Knowledge and Awareness	Works within organisational boundaries for the benefit of their team / organisation	2.9
5	Leadership	Inspires enthusiasm and energy in others to follow a given direction	2.9
6	Change Innovation and Adaptability	Encourages innovation and creativity in others	3.0
7	Communication	Communicates confidently and effectively to a wide variety of audiences	3.0
8	Communication	Listens effectively to others ideas and point of view	3.0
9	Leadership	Demonstrates a strong orientation towards achievement and success in self and others	3.0
10	Leadership	Takes charge to lead and direct the efforts of others	3.0