

Introduction

What you will find in this report

This report contains the results of the feedback collected for you. These results are presented to help you identify your strengths, areas for development, and areas where your ratings may diverge with individuals providing you feedback.

We hope that you remember from your own experience how difficult it can be to provide others with this type of feedback, be open to considering their opinions, and be willing to use their feedback in your development.

Goals of the 360 Degree Feedback

Multi-Source Feedback presents a more complete picture of an individual's behavior and performance by drawing information from different perspectives within the work environment. It gives recipients a resource to guide their development, and reviewers' additional input.

Feedback from multiple sources helps you in several ways, including increasing awareness of your strengths, how you are perceived by others in different roles, and providing input for your professional development.

Receiving Feedback

Receiving feedback is a tremendous opportunity to discover how you are perceived by others which may be similar or dissimilar to how you perceive yourself. It is important to reflect on your feedback as a tool to help you set specific goals for professional development. This can be done when you see the feedback as it is, a perspective on where you may improve your performance and working relationships. It is important to realize that seeking and receiving constructive feedback is the only way we can see our "blind spots." This feedback may help us to understand the negative impact our actions may unintentionally have on others.

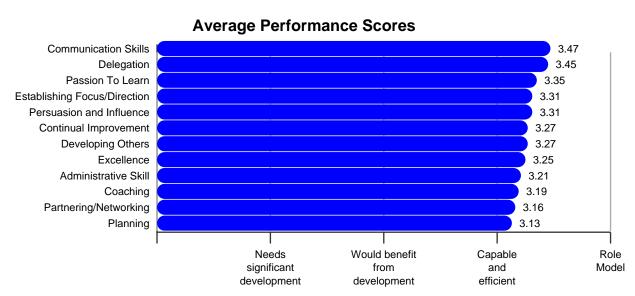
What to Do with Your Feedback

Use your feedback to help you develop awareness and set goals for developing your effectiveness. This can be done if you see the feedback as multiple perspectives on where you are already strong or can improve in the defined areas of effectiveness.

Summary

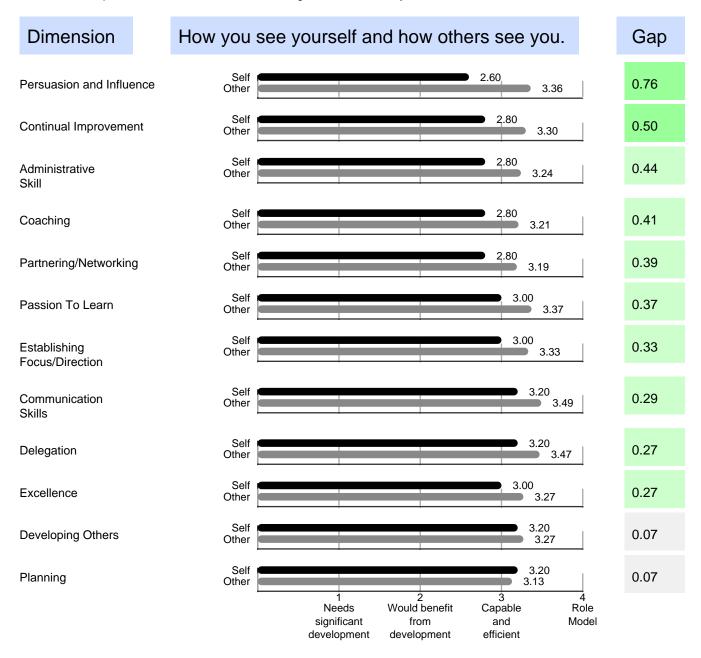
The questionnaire items used in this feedback process asked respondents to rate specific behaviors and competencies identified by [Your Company Name] current leaders. These behaviors and competencies fall into 12 major dimensions of leadership.

The summary scores for each dimension shown below were calculated by averaging all respondents' scores for all of the questions within that dimension. These dimension summary scores are sorted from high to low, with the highest shown at the top. The dimensions toward the bottom may need the most development.



Gap Analysis

The following table graphically displays the "Gap," or difference between your average rating on each competency (labeled "Self") and the average score of all other respondents (labeled "Others") who provided you with feedback. This can help you identify blind spots, or areas where you were rated more favorably by other respondents than by yourself. The Gaps for these competencies are colored in shades of green. Conversely, the graph can also help you identify your opportunities for improvement, or areas where you rated yourself higher than others did. The Gaps for these dimensions are colored in shades of red. The darker the shade of green or red, the larger the Gap. Finally, if a dimension's Gap is not shaded with a specific color, it indicates an area of agreement between yourself and others.



Communication Skills

Level of Skill

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).

Item	n	Avg	LOA	Needs significant development	Would benefit from development	Capable and efficient	Role Model
 Chooses the communication medium (ie. email, voice mail, memo, project document) that reflects the needs of the content. (ie. urgency, confidentiality, content scope) 	15	3.20	93.3	7%	67%		27%
Addresses issues of key importance to stakeholders.	15	3.87	100.0	13%	8	7%	
Communicates effectively with colleagues and customers	15	3.33	93.3	7%	53%	40	0%
4. Able to deliver presentations.	15	3.60	93.3	7% 27%		67%	
5. Gives clear and convincing presentations.	15	3.33	93.3	7%	53%	40)%

Time Comparisons by Item

Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

Item	2022	2023	Change
 Chooses the communication medium (ie. email, voice mail, memo, project document) that reflects the needs of the content. (ie. urgency, confidentiality, content scope) 	3.29	3.20	-0.09 🔻
2. Addresses issues of key importance to stakeholders.	3.65	3.87	+0.22 ▲
3. Communicates effectively with colleagues and customers	3.18	3.33	+0.16 ▲
4. Able to deliver presentations.	3.41	3.60	+0.19 🔺
5. Gives clear and convincing presentations.	3.24	3.33	+0.10 🔺

Comments:

• [EmployeeName] At all times involved not only the employee but different perspectives in his/her work, so important in our role, to understand the customer's perspectives.

Passion To Learn

Level of Skill

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).

ltem	n	Avg	LOA	Needs significant development	Would benefit from development	Capable and efficient	Role Model
Demonstrates a willingness to participate in continuing education courses.	15	3.20	93.3	<mark>7%</mark>	60%		33%
Demonstrates through personal behavior the commitment to high standards of performance.	15	3.20	86.7	13%	53%	į.	33%
Exhibits willingness to upgrade skills through additional training and education.	15	3.40	93.3	7%	47%	47%	
9. Takes initiative for own learning and development.	15	3.47	93.3	7 % 40)%	53%	
Will participate in training classes even if offered outside of normal working hours.	15	3.47	93.3	7 % 40	9%	53%	

Time Comparisons by Item

Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

Item	2022	2023	Change
6. Demonstrates a willingness to participate in continuing education courses.	3.24	3.20	-0.04 ▼
Demonstrates through personal behavior the commitment to high standards of performance.	3.41	3.20	-0.21 ▼
8. Exhibits willingness to upgrade skills through additional training and education.	3.24	3.40	+0.16 ▲
9. Takes initiative for own learning and development.	3.18	3.47	+0.29 ▲
10. Will participate in training classes even if offered outside of normal working hours.	3.35	3.47	+0.11 ▲

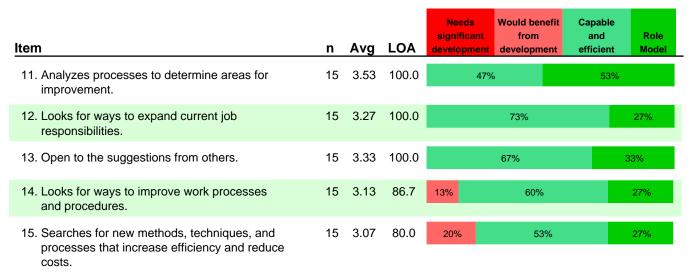
Comments:

• [EmployeeName] can help us all by setting that expectation as we work as teams and in 1 on 1's.

Continual Improvement

Level of Skill

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).



Time Comparisons by Item

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Item	2022	2023	Change
11. Analyzes processes to determine areas for improvement.	3.47	3.53	+0.06
12. Looks for ways to expand current job responsibilities.	3.47	3.27	-0.20 ▼
13. Open to the suggestions from others.	3.35	3.33	-0.02 🔻
14. Looks for ways to improve work processes and procedures.	3.18	3.13	-0.04 ▼
 Searches for new methods, techniques, and processes that increase efficiency and reduce costs. 	3.00	3.07	+0.07 ▲

Comments:

- ______ knowledge of what's needed to take us to the next level (designation) is to be commended.
- [EmployeeName] collaborates well with other departments and managers.

Establishing Focus/Direction

Level of Skill

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).

ltem	n	Avg	LOA	Needs significant development	Would benefit from development	Capable and efficient	Role Model
16. Sets appropriate goals for employees.	15	3.40	93.3	7%	47%	47%	
17. Excellent at managing time.	15	3.27	93.3	7%	60%	33	3%
18. Aligns the department's goals with the goals of the organization.	14	3.00	92.9	<mark>7%</mark>	79%		14%
19. Maintains self-control when personally criticized.	15	3.47	100.0	53	3%	47%	
20. Helps guide employees with prioritizing tasks.	15	3.40	93.3	7%	47%	47%	

Time Comparisons by Item

Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

ltem	2022	2023	Change
16. Sets appropriate goals for employees.	3.65	3.40	-0.25 ▼
17. Excellent at managing time.	3.47	3.27	-0.20 ▼
18. Aligns the department's goals with the goals of the organization.	3.12	3.00	-0.12 ▼
19. Maintains self-control when personally criticized.	3.59	3.47	-0.12 ▼
20. Helps guide employees with prioritizing tasks.	3.29	3.40	+0.11

Persuasion and Influence

Level of Skill

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).

Item	n	Avg	LOA	Needs significant development	Would benefit from development	Capable and efficient	Role Model
21. Able to express own goals and needs.	15	3.53	100.0	47%	, o	53%	
Persuades others to consider alternative points of view.	15	3.00	80.0	20%	60%		20%
23. Has excellent influencing/negotiating skills.	15	2.87	80.0	20%	73%		7%
24. Seeks to obtain consensus or compromise.	15	3.47	100.0	53	3%	47%	
25. Develops a good rapport with others.	15	3.67	100.0	33%		67%	

Time Comparisons by Item

Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

<u>Item</u>	2022	2023	Change
21. Able to express own goals and needs.	3.35	3.53	+0.18 ▲
22. Persuades others to consider alternative points of view.	3.00	3.00	
23. Has excellent influencing/negotiating skills.	2.88	2.87	-0.02 ▼
24. Seeks to obtain consensus or compromise.	3.00	3.47	+0.47 ▲
25. Develops a good rapport with others.	3.76	3.67	-0.10 ▼

Level of Skill

Delegation

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).

ltem	n	Avg	LOA	Needs significant development	Would benefit from development	Capable and efficient	Role Model		
26. Entrusts subordinates with important tasks.	15	3.40	93.3	7%	47%	47%			
27. Tells subordinates what to do, not how to do it.	15	3.33	93.3	7%	<mark>%</mark> 53%		53% 40°		%
28. Allows employees to decide how they wish to complete the tasks.	15	3.53	100.0	47%		53%			
 Delegates authority and responsibility to subordinates and holds them accountable for their actions. 	15	3.67	100.0	33%		67%			
30. Defines goals and objectives for subordinates.	15	3.33	100.0		67%	3	33%		

Time Comparisons by Item

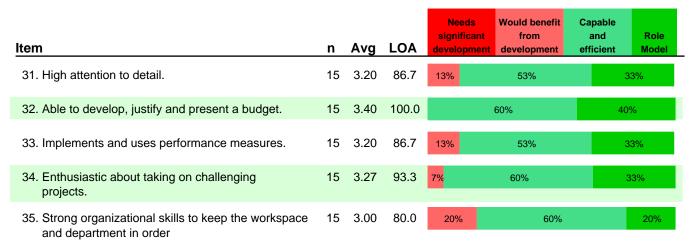
Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

<u>Item</u>	2022	2023	Change
26. Entrusts subordinates with important tasks.	3.53	3.40	-0.13 ▼
27. Tells subordinates what to do, not how to do it.	3.12	3.33	+0.22 ▲
28. Allows employees to decide how they wish to complete the tasks.	3.41	3.53	+0.12 ▲
29. Delegates authority and responsibility to subordinates and holds them accountable for their actions.	3.59	3.67	+0.08 🔺
30. Defines goals and objectives for subordinates.	3.41	3.33	-0.08

Administrative Skill

Level of Skill

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).



Time Comparisons by Item

Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

ltem	2022	2023	Change
31. High attention to detail.	3.18	3.20	+0.02
32. Able to develop, justify and present a budget.	3.35	3.40	+0.05 ▲
33. Implements and uses performance measures.	3.18	3.20	+0.02
34. Enthusiastic about taking on challenging projects.	2.88	3.27	+0.38 ▲
35. Strong organizational skills to keep the workspace and department in order	3.18	3.00	-0.18 ▼

Comments:

• _____ priorities are clear and appropriate, as _____ recognizes the importance of value added" and the benefits of Core Competency, and continuous improvement."

Level of Skill

Excellence

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).

Item	n	Avg	LOA	Needs significant development	Would benefit from development	Capable and efficient	Role Model
36. Can be counted on to add value wherever they are involved.	15	3.20	93.3	7%	67%		27%
37. Produces high quality work.	15	3.27	93.3	7%	60%		33%
38. Is planful and organized.	15	3.27	86.7	13%	47%	40)%
39. Keeps themselves and others focused on constant improvement.	15	3.13	86.7	13%	60%		27%
40. Takes a lot of pride in their work.	15	3.40	93.3	7%	47%	47%	6

Time Comparisons by Item

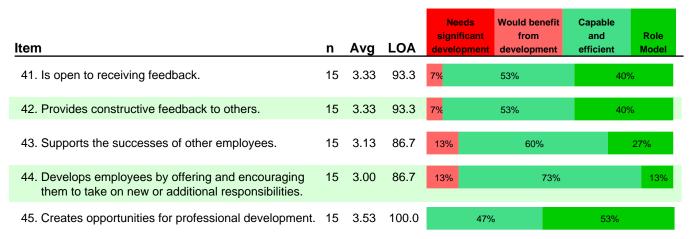
Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

Item	2022	2023	Change
36. Can be counted on to add value wherever they are involved.	3.18	3.20	+0.02 🔺
37. Produces high quality work.	3.35	3.27	-0.09 🔻
38. Is planful and organized.	3.24	3.27	+0.03 🔺
39. Keeps themselves and others focused on constant improvement.	3.59	3.13	-0.45 ▼
40. Takes a lot of pride in their work.	3.29	3.40	+0.11 ▲

Developing Others

Level of Skill

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).



Time Comparisons by Item

Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

Item	2022	2023	Change
41. Is open to receiving feedback.	3.29	3.33	+0.04
42. Provides constructive feedback to others.	3.41	3.33	-0.08
43. Supports the successes of other employees.	3.35	3.13	-0.22 🔻
44. Develops employees by offering and encouraging them to take on new or additional responsibilities.	3.18	3.00	-0.18 ▼
45. Creates opportunities for professional development.	3.35	3.53	+0.18

Comments:

- Collaboration and dissemination of information and projects is something that could be done better.
- Appreciate their calm approach

Level of Skill

Coaching

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).

ltem	n	Avg	LOA	Needs significant development	Would benefit from development	Capable and efficient	Role Model
46. Helps employees to maintain high personal standards.	15	3.00	86.7	13%	73%		13%
47. Coaches employees in how to strengthen knowledge and skills to improve work performance.	15	3.20	93.3	<mark>7%</mark>	60%	3	33%
48. Meets regularly with employees to coach them on areas that will enhance their performance	15	3.20	93.3	7%	67%		27%
49. Helps employees to understand responsibilities, authority, and expectations.	15	3.40	93.3	7%	47%	47%	
50. Provides clear, motivating, and constructive feedback.	15	3.13	80.0	<mark>7%</mark> 13%	40%	40%	6

Time Comparisons by Item

Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

Item	2022	2023	Change
46. Helps employees to maintain high personal standards.	3.24	3.00	-0.24 ▼
47. Coaches employees in how to strengthen knowledge and skills to improve work performance.	3.00	3.20	+0.20 ▲
48. Meets regularly with employees to coach them on areas that will enhance their performance	3.18	3.20	+0.02 ▲
49. Helps employees to understand responsibilities, authority, and expectations.	3.35	3.40	+0.05
50. Provides clear, motivating, and constructive feedback.	3.29	3.13	-0.16 ▼

Partnering/Networking

Level of Skill

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).

Item	n	Avg	LOA	Needs significant development	Would benefit from development	Capable and efficient	Role Model
 Seeks to reduce institutional roadblocks to information sharing. 	14	3.14	92.9	7%	71%		21%
52. Seeks an understanding of diverse functions within the Company.	14	3.21	85.7	14%	50%	3	6%
53. Creates value within the Company by building networks.	15	3.27	86.7	13%	47%	40	%
54. Forges mutually beneficial relationships between individuals with diverse backgrounds.	15	3.13	86.7	13%	60%		27%
55. Partners with peers to obtain influence within the Company.	15	3.07	86.7	13%	67%		20%

Time Comparisons by Item

Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

Item	2022	2023	Change
51. Seeks to reduce institutional roadblocks to information sharing.	3.24	3.14	-0.09 🔻
52. Seeks an understanding of diverse functions within the Company.	3.06	3.21	+0.16 ▲
53. Creates value within the Company by building networks.	3.59	3.27	-0.32 🔻
 Forges mutually beneficial relationships between individuals with diverse backgrounds. 	2.94	3.13	+0.19 ▲
55. Partners with peers to obtain influence within the Company.	2.88	3.07	+0.18

Comments:

· Needs improvement with involving the Marketing team more consistently in the approval and management of projects.

Level of Skill

Planning

The table below shows the responses in a graphic form where the percentage of each kind of response is shown using a color from red (Needs significant development) to green (Role Model).

Item	n	Avg	LOA	Needs significant development	Would benefit from development	Capable and efficient	Role Model
56. Anticipates obstacles and ways to overcome them.	15	2.93	73.3	27%	53%	ò	20%
57. Works in an organized manner	15	3.20	93.3	7%	67%		27%
58. Able to look ahead (beyond the present) when addressing the work/needs of the department.	15	3.20	93.3	7%	67%		27%
Delegates role to team members to accomplish goals.	15	3.13	93.3	<mark>7%</mark>	67%		27%
60. Makes plans and follows through.	15	3.20	93.3	7%	67%		27%

Time Comparisons by Item

Previous administrations of the survey included similar items. For comparison purposes, the table below allows you to see how your scores this year compared to your scores from the previous survey administration. The direction of change is indicated by a colored triangle.

Item	2022	2023	Change
56. Anticipates obstacles and ways to overcome them.	2.88	2.93	+0.05 🔺
57. Works in an organized manner	3.18	3.20	+0.02 ▲
58. Able to look ahead (beyond the present) when addressing the work/needs of the department.	3.24	3.20	-0.04 ▼
59. Delegates role to team members to accomplish goals.	3.18	3.13	-0.04 V
60. Makes plans and follows through.	3.47	3.20	-0.27

Comments:

• As a manager, _____ is consistently willing to challenge our department to use the resources in our stewardship more efficiently and always for an enhanced customer experience.

Comments

Those who gave you feedback had the opportunity to provide additional written comments about perceived strengths and possible development areas. This section provides a consolidated list of these comments.

What would help make you a more effective leader?

- [EmployeeName] consistently puts customer service and positive customer outcomes at the forefront of any discussion and/or decisions.
- ______ provides the appropriate amount of direction without being too hands-off or overbearing.
- At times I feel that [EmployeeName] presents things in meetings that ______'s not well-versed in. I would encourage him/her to be very familiar with the items he/she's presenting as his/her credibility, at times, suffers when he/she attempts to address something in meetings in his/her area that he/she's not well versed in.
- [EmployeeName] always engaged his/her staff and ensured he/she obtained everyone's ideas and opinions before moving forward on a project. [EmployeeName] invests in the projects he/she leds and follows them through to completion. [EmployeeName] always maintains a focus on the customers and how we as an organization can best serve our customers.
- Provide feedback to everyone on the team as feedback is available.
- Provides opportunities for more staff to grow professionally and encourages them.

What do you like best about working with this individual?

- [EmployeeName] continues to be a wonderful boss and mentor.
- · His relaxed attitude.
- Definitely goes out of _____ way to involve the entire office in decisions that will affect us all.
- [EmployeeName] always makes decisions based on what is best for the department or organization.
- Always available to help whenever assistance is needed.
- [EmployeeName] pulls from the strengths of each of his/her staff. He/She utilizes them to the benefit of the department and to empower his/her employees to stay engaged and feel valued.

What do you like least about working with this individual?

- [EmployeeName] needs to delegate more effectively.
- pushes me to be more involved in committees, such as the customer satisfaction committee.
- · Not enough patience.
- · Nothing.
- [EmployeeName] is a visionary, has a lot of experience and knows what is happening in marketing which is a benefit to the department and to the organization.

What do you see as this person's most important leadership-related strengths?

- [EmployeeName] demonstrates daily his/her engagement in [CompanyName] and continuously strives to improve [CompanyName] and the services we provide.
- [EmployeeName] remains visible and accessible when needed and he/she's always prompt to respond to email and phone
 messages.
- I admire _____ ability to see the big picture (both within our walls and outside our walls).
- [EmployeeName] always stays customer and community focused. He/She's also an excellent collaborator and always supportive and positive with others.
- Willingness to take on task that are outside the scope of her duties.
- [EmployeeName] is a wonderful partner to work with. He/She has been consistently responsive to issues or requests from my team.

What do you see as this person's most important leadership-related areas for improvement?

- [EmployeeName] does a good job of mentoring and developing his/her team and capitalizing on the talent of each individual.
- I honestly can't think of anything.
- · Needs to analyze all situations before making a decision.
- Provide guicker updates regarding the ERC for transparency.
- [EmployeeName] needs to be able to multitask in a variety of ways.

Any final comments?

- [EmployeeName] does a great job investigating an issue thinking it through before taking action.
- [EmployeeName] seems to have good knowledge and awareness of the strengths and talents of ______ staff (as well as their weaknesses).
- [EmployeeName] appears engaged, focused on improvement, and bettering the organization. He/She collaborates with other leaders and his/her staff to drive increases in service and efficiency. I feel like my team's needs are met and [EmployeeName] will respond to any escalation request or need for strategic planning positively and effectively.

• [EmployeeName] is always professional during interactions with staff.