



Work Roles Report

Jo Wilson

Focus

Styles

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About this Report

This report is based upon the Styles assessment, which explores an individual's motives, preferences, needs and talents in critical work areas.

The results are based on a comparison with a group of 1,451 professionals and managers and are presented on a 1 to 10 Sten scale.

Since the questionnaire is a self-report measure, the results reflect the individual's self-perception. Our extensive research has shown this to be a good indicator of how people are likely to operate in the workplace. Nevertheless, due consideration must be given to the subjective nature of using an individual's self-perception in the interpretation of these data.

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 remain a good reflection of the individual's self-perception for 12-24 months, depending upon circumstances.

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

This report has been generated electronically. Saville Consulting do not guarantee that it has not been changed or edited. We can accept no liability for the consequences of the use of this report, howsoever arising.

The application of this assessment is limited to Saville Consulting employees, agents of Saville Consulting and clients authorised by Saville Consulting.

Saville Consulting Work Roles

The Saville Consulting Work Roles model presents eight work roles. This report outlines which work roles Jo Wilson is most and least likely to adopt based on responses to the Saville Consulting Wave Styles assessment.

Solving Problems



Analyst

Analysts use their intellect and expertise to break down and evaluate information. They seek the right answer.



Innovator

Innovators take a creative approach to problem solving, and often develop long-term strategies.

Influencing People



Relator

Relators actively communicate with others and can help improve social interaction.



Assertor

Assertors take control of situations and coordinate people. They prefer to be the leader.

Adapting Approaches



Optimist

Optimists tend to be resilient and can stay calm under pressure. They help to keep morale high.



Supporter

Supporters attend to the needs of others, and prefer a team-oriented approach.

Delivering Results



Finisher

Finishers focus on getting things completed to a high standard, and pay attention to detail.



Striver

Strivers push hard to achieve ambitious results. They are often highly enterprising and competitive.

Your Work Roles



Your Work Roles ranked in order of preference:

| | |
|--|----------------|
|  Relator | Primary role |
|  Optimist | Secondary role |

Striver

Assertor

Finisher

Analyst

| | |
|---|----------------------|
|  Innovator | Less preferred roles |
|  Supporter | |

Your Preferred Work Roles

Your primary role is likely to be your strongest work role; this is the role which you are most likely to adopt. In certain situations, you may prefer adopting your secondary work role ahead of your primary work role. Each of your preferred roles has associated strengths that can positively contribute towards your effectiveness.

| Primary | Secondary |
|---|---|
| <div data-bbox="204 479 325 600"> </div> <h3 data-bbox="344 517 488 562">Relator</h3> <p data-bbox="193 622 695 734">Relators actively communicate with others and can help improve social interaction.</p> <p data-bbox="193 748 341 786">Strengths:</p> <ul data-bbox="204 797 740 1039" style="list-style-type: none"> • Relators typically communicate information effectively to others • Relators tend to interact confidently with other people • Relators are likely to make a positive impression upon others | <div data-bbox="831 479 952 600"> </div> <h3 data-bbox="975 517 1142 562">Optimist</h3> <p data-bbox="823 622 1366 734">Optimists tend to be resilient and can stay calm under pressure. They help to keep morale high.</p> <p data-bbox="823 748 971 786">Strengths:</p> <ul data-bbox="834 797 1374 1039" style="list-style-type: none"> • Optimists typically remain composed in difficult circumstances • Optimists are likely to convey confidence in themselves and others • Optimists tend to maintain a positive outlook |

Your primary and secondary work roles combine to create your dual role. This combination also has associated strengths that are likely to be valuable in the workplace.

| Dual | |
|--|---|
| <div data-bbox="204 1301 325 1422"> </div> <h3 data-bbox="344 1339 488 1384">Relator</h3> | <div data-bbox="831 1301 952 1422"> </div> <h3 data-bbox="975 1339 1142 1384">Optimist</h3> |
| <p data-bbox="204 1447 352 1485">Strengths:</p> <ul data-bbox="215 1496 1374 1653" style="list-style-type: none"> • People with this role combination are likely to instill confidence in others through positive communication • People with this role combination typically demonstrate composure and confidence when presenting information to others | |

Your Contrasting Work Roles

Your work roles can be better understood when the contrasts between your two preferred (primary and secondary) and two least preferred work roles are considered.

| Primary role | Less preferred role |
|--|--|
|  Relator |  Supporter |
| <p>People with this role contrast typically interact well with others but are likely to often spend more time talking than listening. <i>Could you do more to engage less vocal colleagues by encouraging them to share their views?</i></p> | |

| Primary role | Less preferred role |
|--|--|
|  Relator |  Innovator |
| <p>People with this role contrast like interacting with others but may not actively communicate new ideas. <i>Could you do more to engage with others by discussing their new ideas?</i></p> | |

| Secondary role | Less preferred role |
|---|--|
|  Optimist |  Supporter |
| <p>People with this role contrast tend to have self-confidence which others often find reassuring, but may not always be aware of the concerns of less confident individuals. <i>Could you do more to reassure less confident colleagues?</i></p> | |

| Secondary role | Less preferred role |
|--|--|
|  Optimist |  Innovator |
| <p>People with this role contrast are typically positive about things but may see less need for new ideas to move things on. <i>Have you taken the time to consider how much better things could be with a more creative approach?</i></p> | |

Making the Most of Your Work Roles

Your effectiveness in the workplace can be improved by making the most of your Primary, Secondary and least preferred roles.

Using your most preferred roles to best effect

| | |
|---|---|
|  | <p>Relator</p> <ul style="list-style-type: none"> • Look for opportunities to present new work to a wider range of important stakeholders • Establish new contacts with individuals that are adept at providing support, resources or have relevant expertise • Highlight both your own work and the achievements of others to your colleagues |
|  | <p>Optimist</p> <ul style="list-style-type: none"> • Help others stay calm and composed in situations where they are likely to become stressed • Take time to help less confident colleagues realise the value of their particular contribution • Be sure to openly reinforce positive messages, particularly when pessimism or negativity is being expressed by others |

Using your least preferred roles to best effect

| | |
|---|---|
|  | <p>Innovator</p> <ul style="list-style-type: none"> • Encourage others to participate in activities such as idea generation and sharing sessions • Check that ideas are future-proofed by clarifying with others that they fit with long-term trends and direction • Discuss what the most important issues are with colleagues and confirm that any new solution takes account of these issues |
|  | <p>Supporter</p> <ul style="list-style-type: none"> • Regularly ask colleagues how they are and how they are feeling about key work issues • Involve others when a task will benefit from wider input alongside your continued personal involvement • Take time when meeting somebody new to find out a little bit about them to help establish an initial connection |

Working with Different Roles

It is useful to consider how you can work more effectively with people who have other work roles.

| | |
|---|---|
|  | <p>Supporter</p> <ul style="list-style-type: none"> • Work with Supporters to widen their network of influence • Assist Supporters to get people to work constructively together in a positive atmosphere |
|  | <p>Innovator</p> <ul style="list-style-type: none"> • Assist Innovators to communicate and present their ideas more clearly • Help Innovators increase the enthusiasm for, and acceptance of, new ideas |
|  | <p>Analyst</p> <ul style="list-style-type: none"> • Work with Analysts to summarise their findings into the points that need communicating • Enable Analysts to see positive benefits and help them put any problems in perspective |
|  | <p>Finisher</p> <ul style="list-style-type: none"> • Assist Finishers by communicating key project milestones • Help Finishers stay focused and positive in delivering work on time and to a high standard |
|  | <p>Assertor</p> <ul style="list-style-type: none"> • Find ways to help Assertors develop relationships with key stakeholders and increase their influence over others • Work with Assertors to help them lead people effectively through times of difficulty |
|  | <p>Striver</p> <ul style="list-style-type: none"> • Help Strivers communicate new opportunities with greater clarity • Reinforce Strivers' belief that even their most demanding goals are achievable |

Working with the Same Roles

It is useful to consider how you can work more effectively with people who have the same work roles as you.

| | |
|---|---|
|  | <p>Other Optimists</p> <ul style="list-style-type: none"> • Provide other Optimists with more opportunities to communicate their confidence and enthusiasm to different stakeholders • Share your enthusiasm with other Optimists to lift morale • Be aware of a tendency in other Optimists to overlook the key risks or pitfalls |
|  | <p>Other Relators</p> <ul style="list-style-type: none"> • Help other Relators to communicate their message more positively • Work with other Relators to communicate important messages to the widest possible audience • Look out for other Relators spending too much time on communication that doesn't deliver any clear benefit |