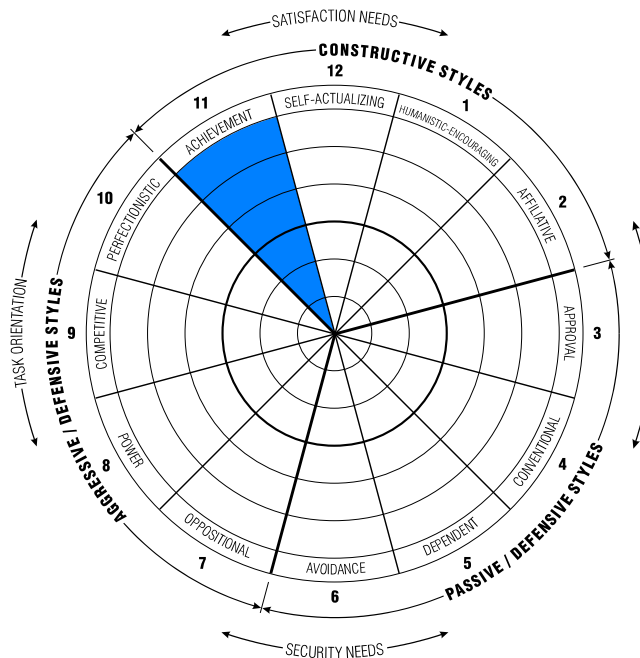


The Achievement Mindset

Attitudes, Values and Beliefs for Pursuing High Standards of Excellence

Cascading Action Plans



Achievement

Eleven o'clock position

Style Description: self-set goals, shared responsibility, takes on challenging tasks

Measures a way of thinking that is highly associated with personal effectiveness. Scores for this style indicate our interest in, as well as our proficiency at, attaining high-quality results on challenging projects. In many ways, the Achievement style characterizes the most constructive approaches to work. Achievers are motivated to succeed by their own values and beliefs. They know they can improve things, and do not hesitate to act on this knowledge. Achievers tend to find their work highly rewarding. They are most interested in getting the job done and in doing it well. These individuals often possess the skills necessary for effective planning and problem-solving.

Achievement-based Thinking Cascading Action Plans

Key Focus Areas for Development

Start Here...

(If your scores on Achievement are low percentiles)

- ___ consistent use of a day timer + electronic calendar.
- ___ setting monthly, weekly and daily goals / priorities.
- ___ take time to start to thinking and plan ahead.
- ___ use effective planning about what's required to get the job done effectively.

Then Advance to Here...

(If you are starting from the low to middle percentiles)

- ___ pursue high standards of excellence within my work.
- ___ work together with others to secure results / the outcomes we are striving for.
- ___ takes on challenging tasks.
- ___ practice (or teach) the language of achievement ("I'm confident that we...," "There's an opportunity here...").
- ___ strives to improve things within my day-to-day work, motivated for continuous improvement – to reach beyond my current skill level to become even better.

Then Strive to Lead at This Higher Level...

(If you are looking to advance your percentiles to the highest levels)

- ___ maintain a strong motivation to try new things, experiment and learn from mistakes.
- ___ openness too giving and receiving feedback, especially to solve problems.
- ___ take calculated risks and build my capacity.
- ___ strive to overcome obstacles on route to getting results.