

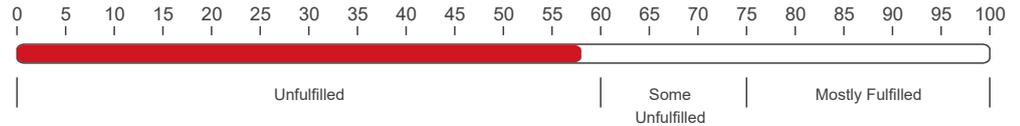
**REPORT FOR**  
ID: DEMO1

**DATE OF COMPLETION**  
15/09/2013

**RELIABILITY - 99.2%**  
Answers were very likely accurate and truthful

**ORGANISATION**  
Martyn Lax

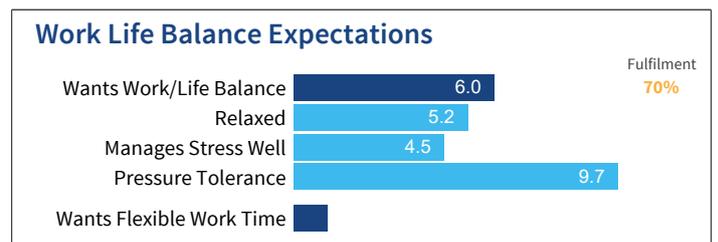
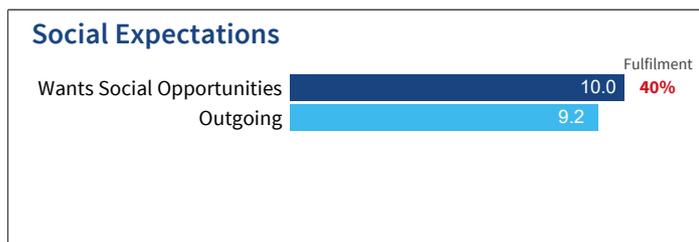
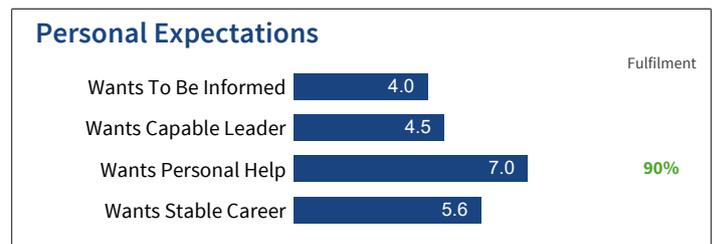
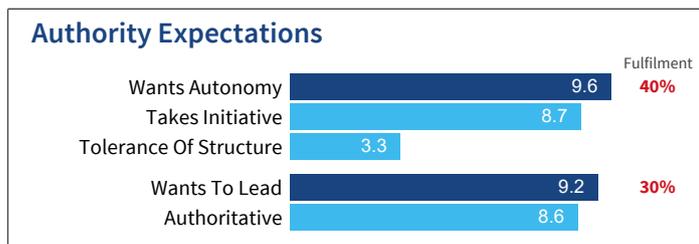
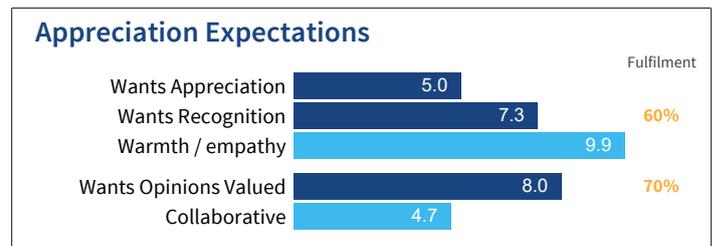
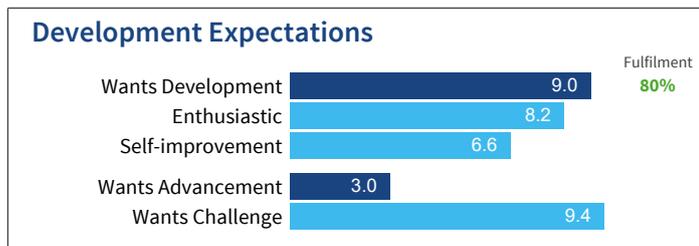
## Overall Employee Engagement Score = 58%



The engagement score measures the degree to which an employee's expectations are fulfilled. It considers the importance given by the employee to each engagement factor as well as the employee's perceived level of fulfillment. This report enables employers to enter fruitful discussions that establish mutually beneficial, long-term employment relationships. The graph below identifies the employee's:

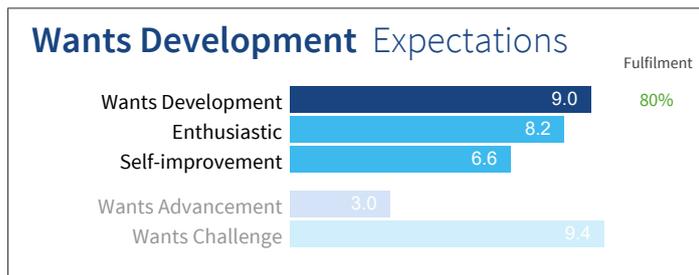
- dark blue bars are Employee Expectations
- the light blue are behaviors needed to fulfill the expectations(s) above
- the length of the bar reflects the strength of the expectation or behavior
- to the right of each important Expectation is the percentage of Fulfillment

Focus on the important expectations (scores of 6 or greater) with fulfillment ratings less than 70%. Clarify the expectation and give specific examples about how it could be fulfilled including behaviors needed.



## Development Expectations

This section analyses employee expectations for development opportunities, highlights related organisational behaviour, and provides guidelines for managing career development expectations. This section also shows the person's level of fulfillment for each expectation.



**Wants Development:** The desire to have work opportunities to learn new skills or increase abilities

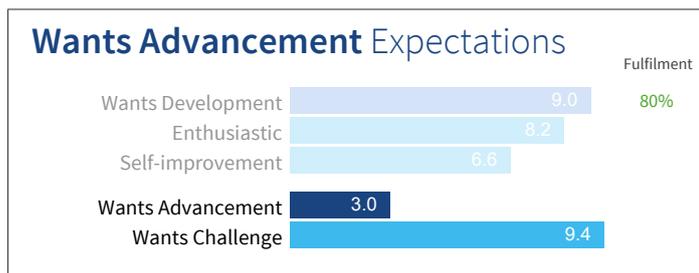
**Enthusiastic:** The tendency to be eager and excited toward one's own goals

**Self-improvement:** The tendency to attempt to develop or better oneself

### Tendencies for Wants Development

ID: DEMO1 considers career development to be very important and thus, it is very important to provide development opportunities. ID: DEMO1 believes this expectation is reasonably likely to be fulfilled with his/her existing employer. There is little or no gap between the expectation and level of expected fulfillment. Therefore, it is probably not necessary to discuss this topic or create a related plan. ID: DEMO1 has a strong tendency to be clear about goals. Thus, he will probably have career development goals in mind. Discuss those goals to obtain a clear understanding before suggesting or creating a development plan.

ID: DEMO1 considers self-improvement to be reasonably important and may be reasonably willing to develop new competencies related to career development.



**Wants Advancement:** The desire to have work opportunities to expand one's career or responsibilities

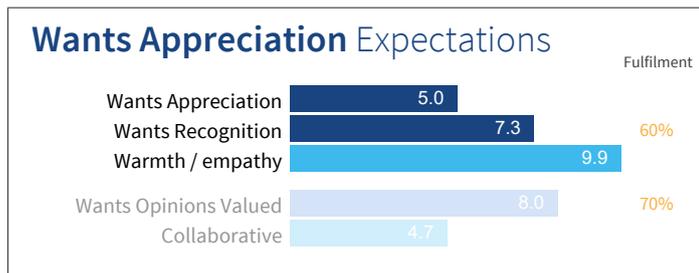
**Wants Challenge:** The willingness to attempt difficult tasks or goals

### Tendencies for Wants Advancement

ID: DEMO1 considers career advancement to be unimportant and thus, it is unimportant to provide information about advancement opportunities that are available and what is required to achieve them. ID: DEMO1 is very willing to pursue difficult challenges related to career advancement. If advancement is considered, he will probably embrace any challenges related to advancement.

## Appreciation Expectations

This section analyses employee expectations and organisational behaviour related to giving and receiving appreciation and provides guidelines for managing the need for recognition. This section also shows the person's level of fulfillment for each expectation.



**Wants Appreciation:** The desire to have an employer who expresses appreciation for one's work

**Wants Recognition:** The desire for positive acknowledgement (from others) related to one's abilities and strengths

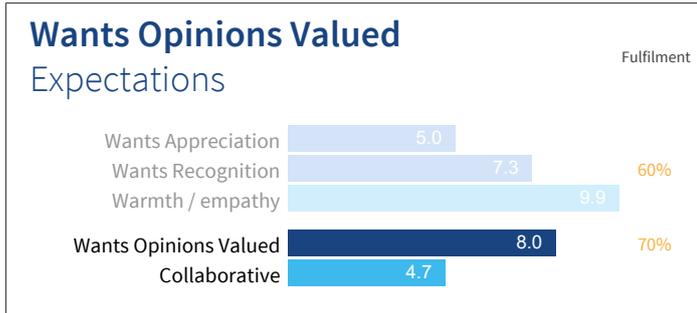
**Warmth / empathy:** The tendency to express positive feelings and affinity towards others

### Tendencies for Wants Appreciation

ID: DEMO1 considers receiving appreciation to be only moderately important. It is only moderately important for management to communicate sincere appreciation for work contributions.

ID: DEMO1 considers receiving recognition to be reasonably important. Consequently, it is reasonably important to find ways to provide recognition. This type of recognition should be related to acknowledging his strengths and capabilities. Giving more decision-making authority would be an excellent means of giving recognition. Giving greater autonomy would also be considered as recognition. ID: DEMO1 believes this expectation is moderately likely to be fulfilled with his/her existing employer. There is little or no gap between the expectation and level of expected fulfillment. Therefore, it is probably not necessary to discuss this topic or create a related plan.

ID: DEMO1 has an extremely strong tendency to express warmth and empathy. Consequently, it is more likely others will reciprocate with appreciation and recognition.



**Wants Opinions Valued:** The desire to have an employer who listens and gives importance to one's views

**Collaborative:** The tendency to collaborate with others when making decisions

**Tendencies for Wants Opinions Valued**

ID: DEMO1 considers it to be important for others to consider and value his opinions. Therefore, it is important that management listens to, acknowledges, and encourages his opinions. ID: DEMO1 believes this expectation is possible to be fulfilled with his/her existing employer. There is little or no gap between the expectation and level of expected fulfillment. Therefore, it is probably not necessary to discuss this topic or create a related plan. ID: DEMO1 has only a moderate tendency to be collaborative with regards to making decisions. This could hinder others from being more receptive and encouraging to his opinions.

## Remuneration Expectations

This section analyses employee expectations related to remuneration. The scores related to **Wants High Pay** and **Wants Quick Pay Increases** are compared to ID: DEMO1's level of self-motivation. **Wants High Pay** indicates the importance given to earning high pay levels, while **Wants Quick Pay Increases** indicates how quickly it is desired. This section also shows the person's level of fulfillment for each expectation.



**Wants High Pay:** The desire to earn greater remuneration

**Wants Quick Pay Increases:** The desire to have an employer who offers relatively frequent pay increases

**Self-motivated:** The drive to achieve including taking initiative, wanting challenge, and being enthusiastic about goals

### Tendencies for Wants High Pay

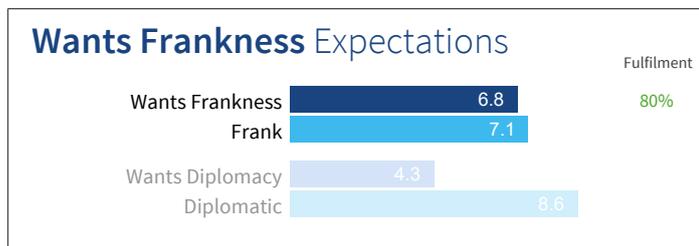
ID: DEMO1 considers earning higher pay levels to be only moderately important and thus, it is only moderately important to carefully explain how higher pay can be achieved.

ID: DEMO1 considers quick pay increases to be very unimportant. Consequently, ID: DEMO1 is probably not going to be too impatient about achieving higher pay.

ID: DEMO1 has a very strong tendency to be self-motivated independent of consideration about remuneration.

**Communication Expectations**

This section analyses communication expectations related to frankness and diplomacy. The scores on Wants Frankness, Wants Diplomacy, Frank and Diplomatic are compared to each other in a variety of ways to better understand expectations and behaviours related to communication. This section also shows the person’s level of fulfillment for each expectation.

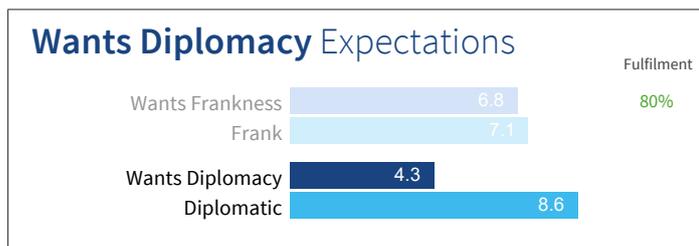


**Wants Frankness:** The desire for others to be direct, straightforward, and to the point

**Frank:** The tendency to be straightforward, direct, to the point, and forthright

**Tendencies for Wants Frankness**

ID: DEMO1 has a reasonable desire for others to communicate in a frank and straightforward manner, including when giving feedback. ID: DEMO1 believes this expectation is reasonably likely to be fulfilled with his/her existing employer. There is little or no gap between the expectation and level of expected fulfillment. Therefore, it is probably not necessary to discuss this topic or create a related plan. ID: DEMO1 has a reasonable tendency to be frank when communicating. Consequently, management needs to ensure performance feedback is given in a direct and clear manner.



**Wants Diplomacy:** The desire for others to be tactful

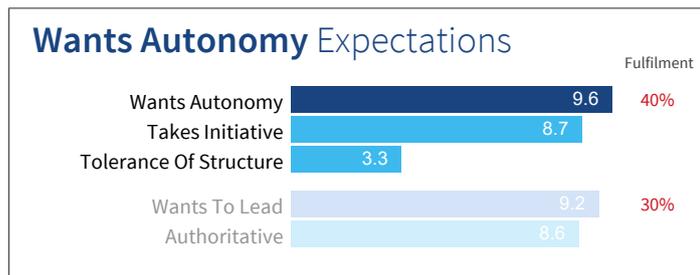
**Diplomatic:** The tendency to state things in a tactful manner

**Tendencies for Wants Diplomacy**

ID: DEMO1 has little desire for others to be diplomatic during discussions and when giving feedback. ID: DEMO1 has a very strong tendency to be diplomatic when communicating.

## Authority Expectations

This section analyses issues related to authority including the relationship between the desire for autonomy and the level of initiative, the relationship between the desire to lead and the willingness to make decisions, and how one responds to structure. This section also shows the person's level of fulfillment for each expectation.



**Wants Autonomy:** The desire to have freedom or independence from authority

**Takes Initiative:** The tendency to perceive what is necessary to be accomplished and to proceed on one's own

**Tolerance Of Structure:** The tolerance of following rules, schedules, and procedures created by someone else

### Tendencies for Wants Autonomy

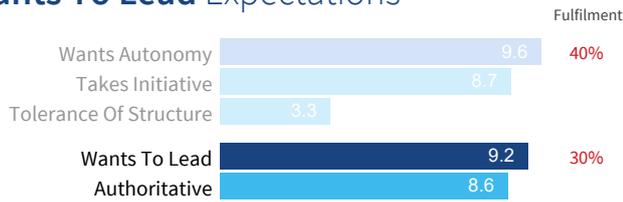
ID: DEMO1 has an extremely strong desire to work autonomously. It is important to consider this desire related to the amount of autonomy required or given related to the job. It is also important to consider the tendency to take initiative related to the desire for autonomy. ID: DEMO1 believes this expectation is reasonably unlikely to be fulfilled with his/her existing employer. There is a large gap between the expectation and level of expected fulfillment. It is important to discuss this topic and if possible create a plan for resolution.

ID: DEMO1 has a very strong tendency to take initiative and thus, the initiative is sufficient for the amount of autonomy desired. He will have greater motivation if given opportunities to take initiative. Assuming ID: DEMO1 has the necessary experience and skills, give opportunities for initiative wherever possible and carefully explain the initiative that can and cannot be taken.

ID: DEMO1 tends to be very hesitant to accept a great deal of structure placed on him by the organisation. Fortunately, his level of initiative is probably sufficient to self-manage without structure.



## Wants To Lead Expectations



**Wants To Lead:** The desire to be in a position to direct or guide others

**Authoritative:** The desire for decision-making authority and the willingness to accept decision-making responsibility

### Tendencies for Wants To Lead

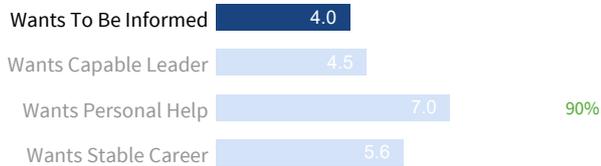
ID: DEMO1 has a very strong desire to take a leadership role. ID: DEMO1 believes this expectation is unlikely to be fulfilled with his/her existing employer. There is a large gap between the expectation and level of expected fulfillment. It is important to discuss this topic and if possible create a plan for resolution. ID: DEMO1 tends to be very willing to accept decision-making authority. Management needs to delegate decision-making opportunities to him whenever warranted.

## Personal Expectations

This section analyses various issues related to personal expectations including the desire to be informed, the importance of working for a leader perceived to be capable, the desire for personal help from an employer, and the importance given to having a stable job. It includes guidelines on how to manage strong expectations in those areas. This section also shows the person's level of fulfillment for each expectation.

### Wants To Be Informed Expectations

Fulfilment



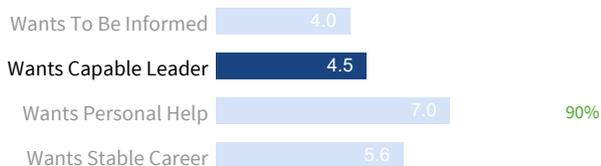
**Wants To Be Informed:** The desire to have an employer who freely shares information related to one's work or job

### Tendencies for Wants To Be Informed

ID: DEMO1 has little desire to be informed related to company information.

### Wants Capable Leader Expectations

Fulfilment

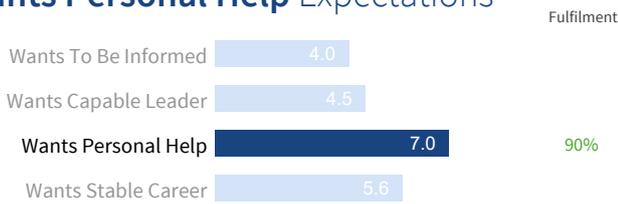


**Wants Capable Leader:** The desire to have a leader one perceives to be capable

### Tendencies for Wants Capable Leader

Working for a capable leader is only moderately important to him.

### Wants Personal Help Expectations

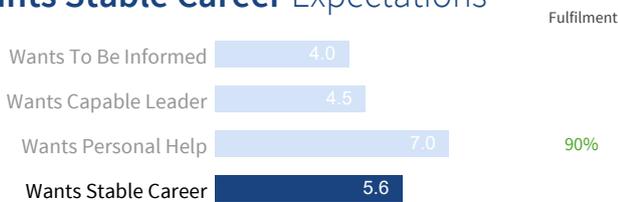


**Wants Personal Help:** The desire to receive some form of employer support related to one's personal difficulties

#### Tendencies for Wants Personal Help

ID: DEMO1 considers receiving personal help from the employer to be reasonably important. It is important to find out the type of personal help ID: DEMO1 wants and take the necessary actions wherever feasible. ID: DEMO1 believes this expectation is very likely to be fulfilled with his/her existing employer. There is little or no gap between the expectation and level of expected fulfillment. Therefore, it is probably not necessary to discuss this topic or create a related plan.

### Wants Stable Career Expectations



**Wants Stable Career:** The desire for long-term or permanent employment

#### Tendencies for Wants Stable Career

ID: DEMO1 considers having a stable career to be moderately important. ID: DEMO1 believes this expectation is reasonably likely to be fulfilled with his/her existing employer. There is little or no gap between the expectation and level of expected fulfillment. Therefore, it is probably not necessary to discuss this topic or create a related plan.

## Social Expectations

This section analyses the desire for social opportunities at work in relationship to introversion and extroversion. It includes guidelines for managing strong social expectations. This section also shows the person's level of fulfillment for each expectation.



**Wants Social Opportunities:** The desire to have a workplace that enables one to meet and interact with others

**Outgoing:** The tendency to be socially extroverted and the enjoyment of meeting new people

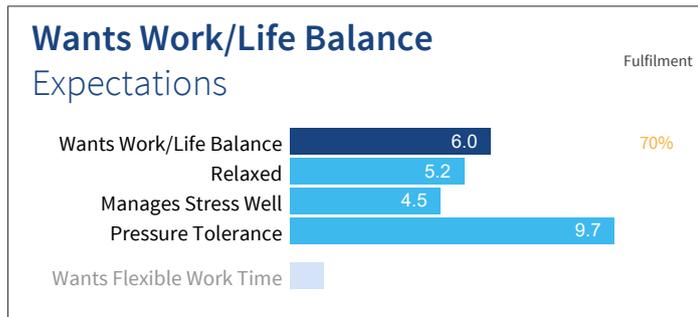
### Tendencies for Wants Social Opportunities

ID: DEMO1 has an extremely strong desire to have social opportunities related to work. Consider ways the company could facilitate social interaction. ID: DEMO1 believes this expectation is reasonably unlikely to be fulfilled with his/her existing employer. There is a large gap between the expectation and level of expected fulfillment. It is important to discuss this topic and if possible create a plan for resolution.

ID: DEMO1 has a very strong tendency to be outgoing. Since ID: DEMO1 tends to be outgoing, you probably only need to organise some employee social events to help fulfill this desire.

## Work Life Balance Expectations

This section analyses issues related to the desire for work life balance related to stress management and levels of stress. It also examines expectations for flexible work time and tolerance related to tight schedules and deadlines. This section also shows the person's level of fulfillment for each expectation.



**Wants Work/Life Balance:** The desire to have sufficient time away from work for rest, enjoyment, or family

**Relaxed:** The tendency to feel at ease or calm while working

**Manages Stress Well:** The tendency to deal effectively with strain and difficulty when it occurs

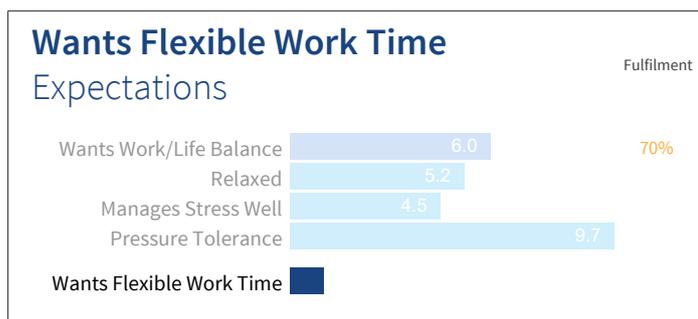
**Pressure Tolerance:** The level of comfort related to working under deadlines and busy schedules

### Tendencies for Wants Work/Life Balance

ID: DEMO1 considers having work-life balance to be moderately important. ID: DEMO1 believes this expectation is possible to be fulfilled with his/her existing employer. There is little or no gap between the expectation and level of expected fulfillment. Therefore, it is probably not necessary to discuss this topic or create a related plan.

ID: DEMO1 tends to be only moderately effective managing stress when it occurs.

ID: DEMO1 tends to be extremely willing to deal with the pressure of tight schedules and deadlines.



**Wants Flexible Work Time:** The desire to have flexible working hours or holiday schedules

### Tendencies for Wants Flexible Work Time

ID: DEMO1 considers having flexible work time to be very unimportant. ID: DEMO1 has a tendency to be only moderately relaxed and easy going.