
HOGAN DEVELOP
INSIGHT



Report for: John Doe
ID: HC560419
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HOGAN

INTRODUCTION

The Hogan Development Survey evaluates 11 forms of interpersonal behaviour that can cause problems at work and in life. Behaviours associated with elevated HDS scores can be strengths, but when overused can derail relationships and careers. Individuals who understand their performance limitations have more successful careers. This report builds self-awareness by highlighting behavioural tendencies of which Mr Doe may be unaware.

- The HDS identifies behavioural tendencies that emerge when a person is stressed, bored, or fatigued.
- Research shows that people with lower HDS scores have fewer problems at work. High-risk and moderate-risk scores indicate areas of concern, but low scores indicate underused strengths that also deserve attention.
- The average person has three or four high-risk HDS scores.
- Mr. Doe's HDS scores should be interpreted in the context of his everyday performance provided by a measure of normal personality, like the Hogan Personality Inventory.

SCALE DEFINITIONS

| HDS SCALE NAME | LOW SCORERS MAY SEEM | HIGH SCORERS MAY SEEM |
|----------------|---|---|
| Excitable | to lack passion to lack a sense of urgency | easily annoyed emotionally volatile |
| Sceptical | naive gullible | mistrustful cynical |
| Cautious | overly confident to make risky decisions | too conservative risk averse |
| Reserved | to avoid conflict too sensitive | aloof and remote indifferent to others' feelings |
| Leisurely | unengaged self-absorbed | uncooperative stubborn |
| Bold | unduly modest self-doubting | arrogant entitled and self-promoting |
| Mischievous | over controlled inflexible | charming and fun careless about commitments |
| Colourful | repressed apathetic | histrionic noisy |
| Imaginative | too tactical to lack vision | impractical eccentric |
| Diligent | careless about details easily distracted | perfectionistic micromanaging |
| Dutiful | possibly insubordinate too independent | respectful and deferential eager to please |

EXECUTIVE SUMMARY

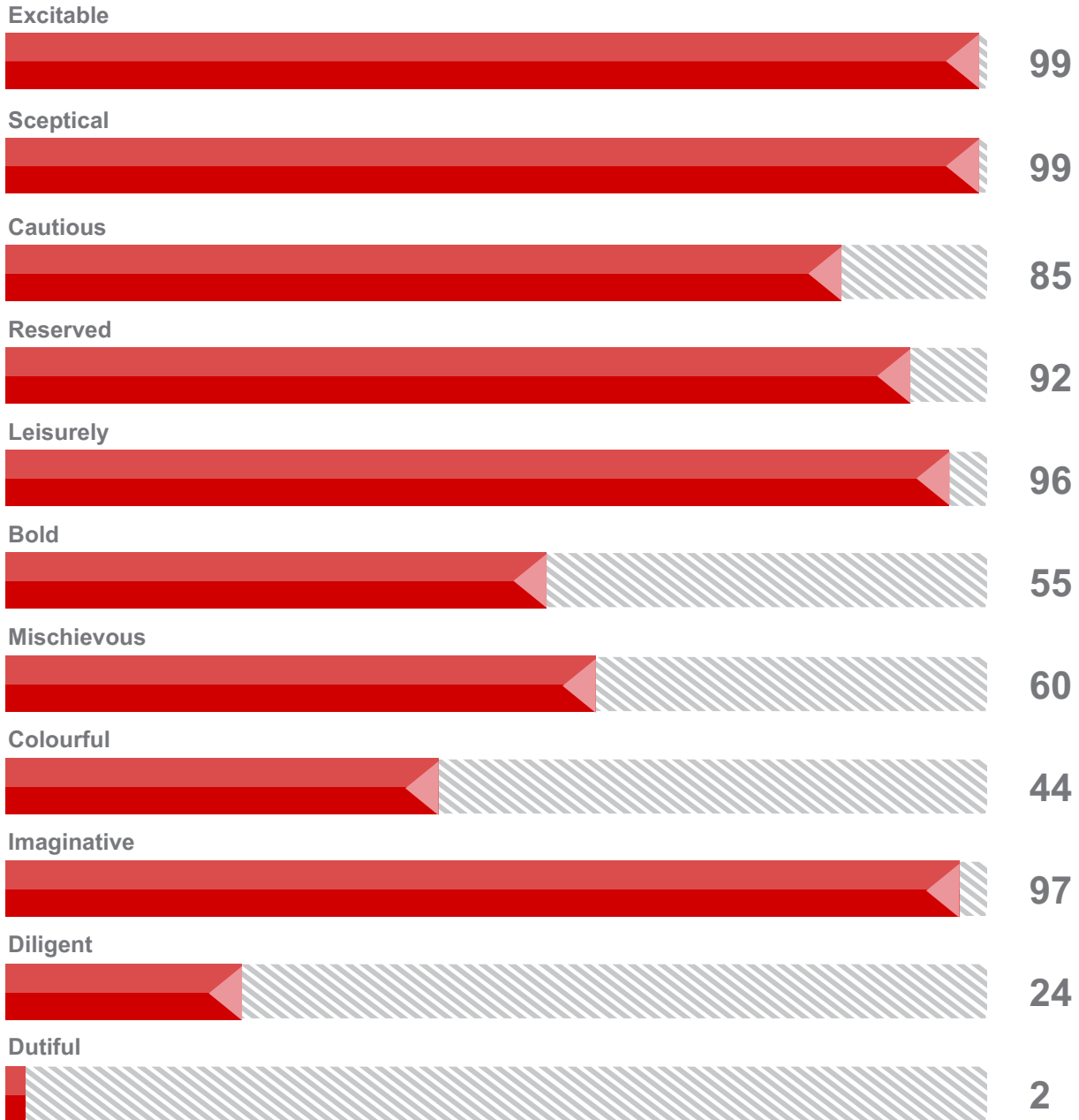
Based on Mr Doe's responses to the HDS, when he is not proactively managing and monitoring his behaviour, he seems:

- Moody, irritable, easily disappointed with people and projects, and may use emotional displays to make a point.
- Alert for signs of duplicity and betrayal, and may become vengeful when he feels wronged.
- To need a lot of information before making rather conservative decisions.
- Tough, aloof, and indifferent to the feelings of others. He may be a reluctant communicator.
- Cooperative, but may be stubborn when asked to do things that conflict with his personal priorities.
- Unassertive, restrained, and reluctant to step up and take charge.
- Socially appropriate, restrained, and reluctant to take many chances.
- Quiet, modest, and unlikely to seek attention. He is willing to share the stage with others.
- Smart, innovative, creative, eccentric, visionary, and sometimes impractical.
- Unconcerned about rules, procedures, and standardised processes, but flexible, adaptable, and able to change directions quickly.
- Independent, even irreverent, and willing to challenge authority and the status quo.

PERCENTILE SCORES

The percentile scores indicate the proportion of the population who will score at or below Mr. Doe. For example, a score of 75 on a given scale indicates that Mr. Doe's score is higher than approximately 75% of the population.

- Scores of 0 to 39 are considered **no risk**
- Scores of 40 to 69 are considered **low risk**
- Scores of 70 to 89 are considered **moderate risk**
- Scores above 90 are considered **high risk**



Norm: Australian

SCALE: **Excitable**



DESCRIPTION

The Excitable scale concerns working with passion and enthusiasm, but also being easily frustrated, moody, irritable, and inclined to give up on projects and people.

SCORE INTERPRETATION

Mr. Doe's score on the Excitable scale suggests he tends to:

- Let his emotions get the best of him when frustrated
- Vacillate between optimism and pessimism
- Seem volatile, unpredictable, and easily upset
- Be the source of drama in the workplace
- Give up easily on people or projects

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- Describe the type of passion you bring to your work.
- Describe the manner in which you regulate your emotions.
- Describe how you usually express your emotions.
- How do you typically approach new projects?
- How do you respond to setbacks or disappointments in a project?

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Volatile

Moody, often angered or annoyed, easily upset and hard to soothe



Easily Disappointed

Initial passion for people and projects, who inevitably disappoint, and passion then turns to rejection



No Direction

Lacking few well-defined beliefs or interests, but with regrets about past behaviour



SCALE: Sceptical



DESCRIPTION

The Sceptical scale concerns being alert for signs of deceptive behaviour in others and taking action when they are detected.

SCORE INTERPRETATION

Mr Doe's score on the Sceptical scale suggests he tends to:

- Mistrust others' motives and intentions
- Seem suspicious and argumentative
- Expect to be mistreated
- Be shrewd and insightful about organisational politics
- Resist feedback

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- How do you usually establish trust with others?
- How do you remain in tune with office politics?
- Describe your typical approach to giving a work colleague feedback.
- How do you foster trust within your team?
- How do you respond to negative feedback?

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Cynical

Prone to doubt others' intentions and assume they have bad ulterior motives



Mistrusting

Generalised mistrust of people and institutions; being alert for signs of perceived mistreatment



Grudges

Holding grudges and being unwilling to forgive real or perceived wrongs



SCALE: Cautious



DESCRIPTION

The Cautious scale concerns risk aversion, fear of failure, and avoiding criticism.

SCORE INTERPRETATION

Mr Doe's score on the Cautious scale suggests he tends to:

- Seem careful to avoid being criticised for mistakes
- Be conservative and reluctant to innovate
- Seek others' approval before making decisions
- Avoid risky choices and decisions
- Make few dumb mistakes

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- Describe your decision-making process when all of the facts are not known.
- How do you respond to risky projects or decisions?
- How do you balance the positive and negative risks of a decision?
- How do you typically respond to failure?
- How do you determine the best time to make a decision?

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Avoidant

Avoiding new people and situations to avoid imagined potential embarrassment



Fearful

Afraid of being criticised for making mistakes and being reluctant to act independently or make decisions



Unassertive

Unwilling to act assertively and therefore prone to being overlooked or ignored



SCALE: Reserved



DESCRIPTION

The Reserved scale concerns seeming tough, aloof, remote, and unconcerned with the feelings of others.

SCORE INTERPRETATION

Mr. Doe's score on the Reserved scale suggests he tends to:

- Be unconcerned about building relations with others
- Not communicate frequently or well
- Seem unconcerned about others' problems
- Seem unfazed by stress, pressure, and criticism
- Seem like a loner

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- How do you typically respond when a colleague comes to you with a problem?
- When is it beneficial to keep others at a distance?
- How do you balance the feelings of others with business needs?
- How emotionally engaged do you feel a manager should be with their team?
- What are the benefits and shortcomings of having to work closely with others?

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Introverted

Valuing one's private time and preferring to work alone



Unsocial

Keeping others at a distance, limiting close relationships, and being generally detached



Tough

Indifferent to the feelings and problems of others, focused on tasks rather than people



SCALE: **Leisurely**

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DESCRIPTION

The Leisurely scale concerns appearing to be friendly and cooperative, but actually following one's own agenda and quietly but stubbornly resisting those of others.

SCORE INTERPRETATION

Mr. Doe's score on the Leisurely scale suggests he tends to:

- Seem cooperative even when he strongly disagrees
- Pretend to agree while following his own agenda
- Resist feedback and coaching
- Procrastinate in completing work that does not interest him
- Strongly, but quietly, resists being required to change his agenda or priorities

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- How do you feel when you are interrupted?
- How do you hide your feelings when annoyed?
- How transparent are you about your priorities and agenda?
- How accommodating are you to the requests of others?
- Describe your approach to attending to your own priorities.

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Passive Aggressive

Overtly pleasant and compliant, but privately resentful and subversive regarding requests for improved performance



Unappreciated

Believing that one's talents and contributions are ignored; perceiving inequities in assigned workloads



Irritated

Privately but easily irritated by interruptions, requests, or work-related suggestions



SCALE: **Bold**



55

DESCRIPTION

The Bold scale concerns seeming fearless, confident and self-assured, always expecting to succeed, unable to admit mistakes or learn from experience.

SCORE INTERPRETATION

Mr. Doe's score on the Bold scale suggests he tends to:

- Seem modest and unassuming
- Be appropriately self-assertive
- Seem unpretentious when taking initiative
- Be willing to admit his mistakes
- Be able to disagree in a productive manner

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- How do you assert your position in meetings?
- How confident are you in your ability to deliver on challenging projects?
- Should everyone be treated equally, regardless of their contributions or performance?
- Describe your typical reaction to a colleague dominating a meeting or project.
- What is the appropriate level of assertiveness to display in the workplace?

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Entitled

Feeling that one has special gifts and accomplishments and, consequently, deserves special treatment



H I G H R I S K

Overconfidence

Unusually confident in one's abilities; belief that one will succeed at anything one chooses to undertake



H I G H R I S K

Fantasised Talent

Believing that one has unusual talents and gifts and that one has been born for greatness



H I G H R I S K

SCALE: **Mischievous**



DESCRIPTION

The Mischievous scale concerns seeming bright, attractive, adventurous, risk-seeking, and limit-testing.

SCORE INTERPRETATION

Mr. Doe's score on the Mischievous scale suggests he tends to:

- Seem reliable and trustworthy
- Think before talking or taking action
- Keep his commitments
- Not take unnecessary chances
- Understand when and how rules can be challenged

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- What is your view on rules and regulations?
- How do you persuade others to do something they otherwise might not do?
- How do you handle mistakes that you make?
- What role should charm play in business discussions?
- Describe your approach to making commitments to projects you are not sure you can deliver on.

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Risky

Prone to taking risks and testing limits; deliberately bending or breaking inconvenient rules



Impulsive

Tending to act impulsively without considering the long-term consequences of one's actions



Manipulative

Machiavellian tendencies--using charm to manipulate others and no remorse about doing so



SCALE: Colourful



DESCRIPTION

The Colourful scale concerns seeming gregarious, fun, entertaining, and enjoying being in the spotlight.

SCORE INTERPRETATION

Mr Doe's score on the Colourful scale suggests he tends to:

- Seem quiet and unassuming
- Be willing to listen while others speak
- Be willing to share credit for success with others
- Not need to be the centre of attention
- Need to take a higher profile sometimes

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- How do you respond to attention from others?
- How active a role do you play in meetings?
- How do you work to share credit for successes?
- How do you respond to others being dramatic at work?
- Do you prefer to focus on one project or several projects at one time?

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Public Confidence

Expecting others to find one's public performances fascinating and not knowing when to be quiet



Distractible

Easily distracted, minimal focus, needing constant stimulation, confusing activity with productivity



Self-Display

Wanting to be the centre of attention and using dramatic costumes and gestures to attract attention to oneself



SCALE: Imaginative



DESCRIPTION

The Imaginative scale concerns seeming innovative, creative, possibly eccentric, and sometimes self-absorbed behaviour.

SCORE INTERPRETATION

Mr. Doe's score on the Imaginative scale suggests he tends to:

- Offer creative solutions to problems, even when not needed
- Have many ideas about how to do things better
- Communicate in a complicated and abstract manner
- Get lost in his own thoughts
- Seem unaware of how his ideas might impact others

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- How frequently should organisations innovate?
- How do you gather buy-in for your ideas?
- How do you balance creativity with practicality?
- Describe your approach to process improvement.
- How unique should an individual strive to be?

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Eccentric

Expressing unusual views that can be either creative or merely strange; tendency to be absorbed in these ideas



Special Sensitivity

Believing that one has special abilities to see things others do not and understand things others cannot



Creative Thinking

Believing that one is unusually creative, easily bored, and confident in one's imaginative problem-solving ability



SCALE: Diligent



DESCRIPTION

The Diligent scale concerns being hardworking, detail-oriented, and having high standards of performance for self and others.

SCORE INTERPRETATION

Mr Doe's score on the Diligent scale suggests he tends to:

- Not pay close attention to details
- Have a somewhat relaxed attitude toward rules and procedures
- Miss deadlines
- Not plan his work very carefully in advance
- Seem somewhat disorganised

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- How do you decide what work or projects should be delegated to others?
- Describe the performance standards you place on yourself and others.
- How do you balance the quality of a work product with the need for completion?
- When is it appropriate for yourself or others to put in extra hours to get a project done?
- What is the typical explanation for deadlines you miss?

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Standards

Having exceptionally high standards of performance for oneself and others



H I G H R I S K

Perfectionistic

Perfectionistic about the quality of work products and obsessed with the details of their completion



H I G H R I S K

Organised

Meticulous and inflexible about schedules, timing, rules, and procedures



H I G H R I S K

SCALE: Dutiful



DESCRIPTION

The Dutiful scale concerns seeming to be a loyal and dependable subordinate and organisational citizen.

SCORE INTERPRETATION

Mr. Doe's score on the Dutiful scale suggests he tends to:

- Not worship authority
- Seem honest but incapable of blind loyalty
- Do things his way
- Be a maverick
- Appear willing to challenge the boss

DISCUSSION POINTS

The discussion points below are designed to facilitate discussion with a coach or feedback provider to explore assessment results and reflect on opportunities for development based on the context of the participant's role.

- How much respect should upper management be afforded?
- How do you make sure to keep your boss happy?
- How often do you consult with your boss before making decisions?
- How do you balance the needs of management with that of your team or subordinates?
- Describe your approach to expressing disagreement with your boss.

SUBSCALE COMPOSITION

The subscales below should be interpreted by a certified coach or feedback provider. They are designed to provide more detailed insight into Mr. Doe's unique personality characteristics.

Indecisive

Overly reliant on others for advice and reluctant to make decisions or act independently



H I G H R I S K

Ingratiating

Excessively eager to please one's superiors, telling them what they want to hear, and never contradicting them



H I G H R I S K

Conforming

Taking pride in supporting one's superiors and following their orders regardless of one's personal opinion



H I G H R I S K