

# Discovery and Delivery Skills Quiz: What's Your Profile?

1. Frequently, my ideas or perspectives diverge radically from other's perspectives.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
2. I am very careful to avoid making any mistakes in my work.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
3. I regularly ask questions that challenge the status quo.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
4. I am extremely well organized at work.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
5. New ideas often come to me when I am directly observing how people interact with products and services.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
6. I must have everything finished "just right: when completing a work assignment.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
7. I often find solutions to problems by drawing on solutions or ideas developed in other industries, fields or disciplines.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
8. I never jump into new projects and ventures and act quickly without carefully thinking through all the issues.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
9. I frequently experiment to create new ways of doing things.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
10. I always follow through to complete a task, no matter what the obstacles.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
11. I regularly talk with a diverse set of people (e.g. from different business functions, organizations, industries, geographies, etc.) to find and refine new ideas.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
12. I excel at breaking down a goal or plan into the micro tasks required to achieve it.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)
13. I attend conferences (on my area of expertise as well as unrelated areas) to meet new people and understand what issues are facing them.  
Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)

14. I pay careful attention to details at work to ensure that nothing is overlooked.

Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)

15. I actively seek to identify emerging trends by reading books, articles, magazines, blogs and so on.

Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)

16. I hold myself and others strictly accountable for getting results.

Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)

17. I frequently ask "what if" questions that provoke exploration of new possibilities and frontiers.

Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)

18. I consistently follow through on all commitments and finish what I've started.

Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)

19. I regularly observe the activities of customers, suppliers, and other organizations to get new ideas.

Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)

20. I consistently create detailed plans to get work done.

Strongly Disagree (1)    Somewhat Disagree (2)    Neither Agree or Disagree (3)    Somewhat Agree (4)    Strongly Agree (5)

## Discovery skills

Add your score on the *odd-numbered items* =

- Very High:  $\geq 45$
- High: 40-44
- Moderate to high: 35-39
- Moderate to low: 29-34
- Low:  $\leq 28$

## Delivery skills

Add your score on the *even-numbered items* =

- Very High:  $\geq 45$
- High: 40-44
- Moderate to high: 35-39
- Moderate to low: 29-34
- Low:  $\leq 28$