

## TEAM PERFORMANCE ASSESSMENT REPORT

**TEAM NAME** 

22 SEP 2023



	Acres 644	ALC: UNKNOWN
-	nta	ntc
CU	nte	כאוו

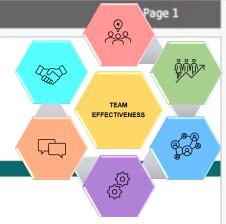
Introduction	0
What the report tells you	0
Report contributors	0
Executive Summary	0
Team Strengths	0
Team development opportunities	0
Direction and strategy	0
Engagement	
Roles and Skills	0
Systems and processes	0
Communication	1
Relationships and trust	1
Change for the better—stop, start, continue	1

Use different background

Echoing the hexagon theme—see examples

**BUSINESS DEVELOPMENT** 

www.orbitbusinessdevelopment.com



#### Introduction

Individual commitment to a group effort—that is what makes a team work, a company work, a society work, a civilization work. - Vince Lombardi

Businesses succeed or fail based on the effectiveness of individuals and the teams they operate within.

This profile focuses on six key pillars of high performing teams – this includes all of the important skills, mindsets and structures that enable a team to perform at their very best.

This profile will give you and your team an opportunity to talk about what is working well and what changes you need to make to strive towards a high performing team environment.

## What the report tells you

The TeamTalk© profile shows the scores for the six key dimensions of high effective teams:

000	Direction and Strategy	Effective teams share a common purpose and mind-set about what needs to be accomplished
	Engagement	Effective teams thrive when people are enabled, energised and empowered
98	Roles and skills	Effective teams capitalise on their collective skills to work well together
	Systems and processes	Effective teams have the right systems and process to execute tasks and get the job done
	Communication	Members of an effective team communicate in an open, clear, supportive way.
<b>N</b> - <b>A</b>	Relationships	Team success starts with trusting others to do



## **Report Contributors**



Leader(s)

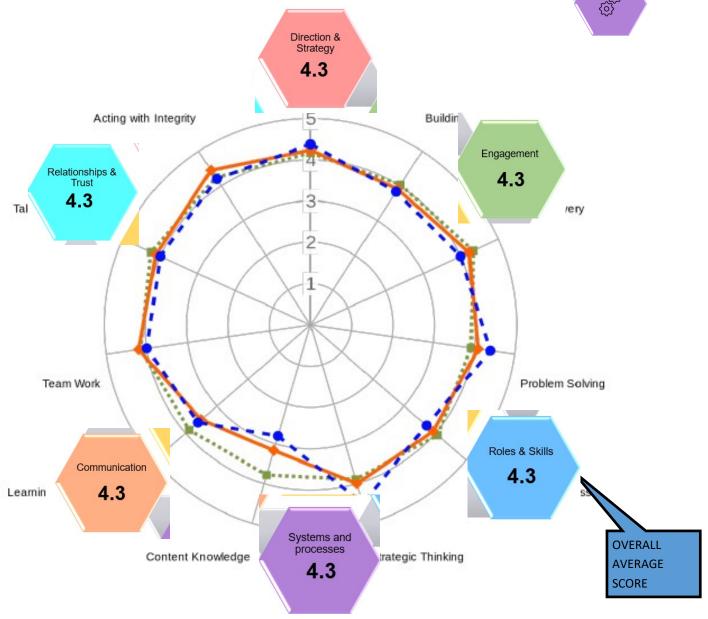
**Team members** 

**Colleagues (optional category)** 

# BUSINESS DEVELOPMENT

#### **Executive Summary**





Leader(s) Team Colleagues

#### LEGEND



I cannot comment on this



Completely disagree—this is a team weakness



Somewhat disagree



Neither agree nor disagree



Somewhat agree



Completely agree—this is a team strength

#### **TEAM STRENGTHS**

Average of all scores

#### **TEAM TOP 10**

Rank	Dimension	Behaviour	•
1	Communication Skills	Managing messages according to audience - is flexible and fluent in adapting their communication style to different people and circumstances	4.8
2	Project Delivery	Is recognised by the client as an expert in achieving difficult change	4.6
3	Project Delivery	Navigates client organisation and politics to achieve Alpha and client goals	4.5
4	Project Delivery	Defines timeline and team setup - perceptive in deciding combinations of people who will work well together	4.5
5	Problem Solving	Gets involved in very difficult situations and provides clarity and optimism, helping the team to have perspective and see their way through	4.5
6	Project Delivery	Consciously develops the team to be confident, productive and self sufficient in project delivery	4.5
7	Communication Skills	Advanced presentation skills - able to present to large groups and in challenging situations	4.5
8	Personal Effectiveness	Controls self when required- keeps disruptive emotions and impulses in check	4.4
9	Talent Management	Promote and train mentees (and others as appropriate) on the skills to successfully mentor others	4.4
10	Talent Management	Creates an environment that encourages learning and two-way feedback	4.4

Add column with icons for each area

Could this be more attractively represented?

#### **TEAM DEVELOPMENT OPPORTUNITIES**



#### **TEAM BOTTOM 10**

Rank	Dimension	Behaviour	•
1	Content Knowledge	Is recognised as a "thought leader" externally and internally	3.0
2	Content Knowledge	Expert in several areas in demand and understands the asset management, wealth management, or insurance industries in full	3.2
3	Strategic Thinking	Sells work that adds value commensurate with Alpha fees and can be delivered at acceptable cost / effort	3.3
4	Personal Effectiveness	Is developing a sense of their direction and likely role as a leader in Alpha - as project lead, account lead or internal lead	3.4
5	Learning and Development	Keeps up to date with key topics in industry and practice area	3.5
6	Problem Solving	Deals effectively with conflict and differences of opinion - seeks to find win-win solutions to issues, bringing people with them	3.5
7	Problem Solving	Negotiates realistic timescales for work delivery ensuring that team deliverables are met	3.6
8	Strategic Thinking	Is prepared to go outside the status quo to stand up for what he/she believes in	3.6
9	Communication Skills	Gains buy-in to strategies and plans through effective engagement and two-way communication	3.6
10	Building Relationships	Builds valuable network of relationships with new and existing clients, vendors and partners	3.7

could this be more attractive-ly represented?

#### **TEAM PRIORITY AREAS FOR DEVELOPMENT**

Lowest scoring pillar

Lowest scoring attributes in that pillar

Bottom 3

Chris we also want to develop a way of uncovering which areas the team thinks are the most important/ urgent areas to address— can we discuss?





## Change for the better

We asked three things that the team should start, stop and continue doing that might significantly improve the performance over the next six months. Here we have collated the responses.

Take the time to consider these comments and how you might action them.

The team should STOP

Leader(s)	
1	
Team	!
Colleagues	
•	
	Ė
•	
	:





## Change for the better

### The team should START

Leader(s)	
Team	
Colleagues	
Coneagues	

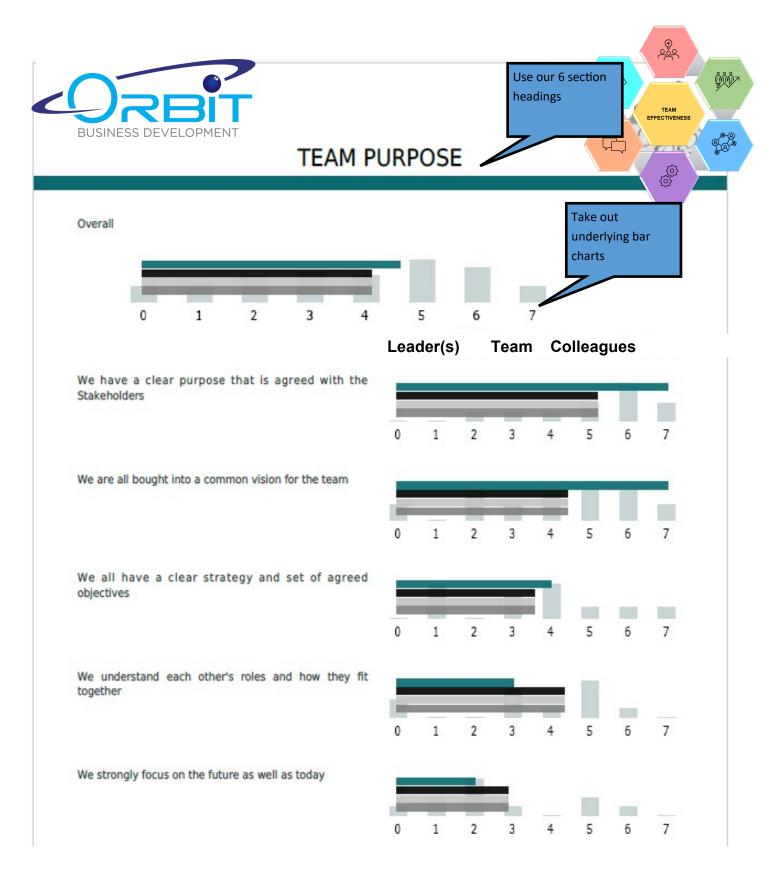




## Change for the better

#### The team should CONTINUE

Leader(s)	
Team	
Colleagues	D
	<b>+</b>
	d



A page like this for each of the 6 areas