

Discovery vs. Delivery

In the following quiz, you are asked to score 20 items: Score each item:

1 strongly disagree; 2 somewhat disagree; 3 neither agree nor disagree; 4 somewhat agree; 5 strongly agree.

The items are as follows:

1. Frequently my ideas or perspectives diverge radically from the perspectives of others.
2. I am very careful to avoid making mistakes in my work.
3. I regularly ask questions that challenge the status quo.
4. I am extremely well organized at work.
5. New ideas often come to me when I am directly observing how people interact with products and services.
6. I must have everything finished “just right” when completing a work assignment.
7. I often find solutions to problems by drawing on solutions or ideas developed in other industries, fields or disciplines.
8. I never jump into new projects and ventures and never act quickly without carefully thinking through all the issues.
9. I frequently experiment to create new ways of doing things.
10. I always follow through to complete a task, no matter what the obstacles.
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.
12. I excel at breaking down a goal or plan into the micro tasks required to achieve it.
13. I attend conferences on my areas of expertise, as well as unrelated areas, to meet new people and understand what issues they face.
14. I pay careful attention to details at work to ensure that nothing is overlooked.
15. I actively seek to identify emerging trends by reading books, articles, magazines, blogs...
16. I hold myself and others strictly accountable for getting results.
17. I frequently ask “what if” questions that provoke exploration of new possibilities.
18. I consistently follow through on all commitments and finish what I start.
19. I regularly observe the actions of customers, suppliers, or other organizations, to get ideas.
20. I consistently create detailed plans to get work done.

DISCOVERY SCORE: _____

DELIVERY SCORE: _____

**Score on odd questions [1,3, etc.]
is your “Discovery” score**

**Score on even questions [2,4, etc.]
is your “Delivery” score**