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INSIGHT 360 FEEDBACK FOR LEADERS

**Company Name:** EPF

**Name:** Cheong Mun Wai

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STRENGTHS AND DEVELOPMENT NEEDS

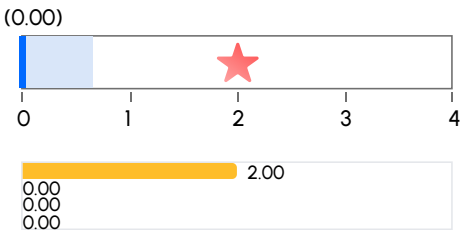
Strengths

These practices were identified by your raters as your Strengths. They have the smallest Average Gap Size. Build on this strong foundation.



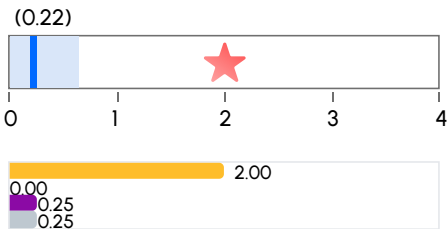
KEEP UP-TO-DATE

Q33. Create opportunities for the team to be in touch by having external exposure from related industries



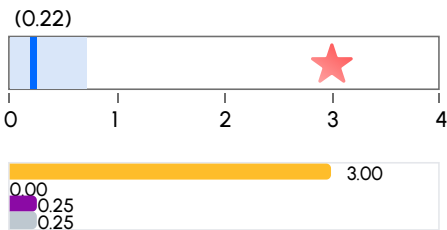
ENGAGE WITH EMPATHY

Q16. Empathise whilst balancing the need of individuals and the business.



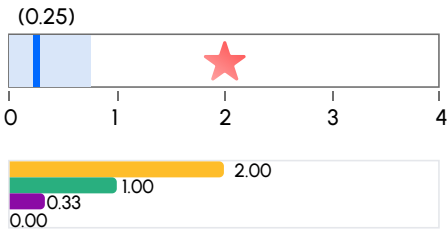
SPEAK UP

Q23. Encourage constructive feedback and be objective in addressing disagreements.



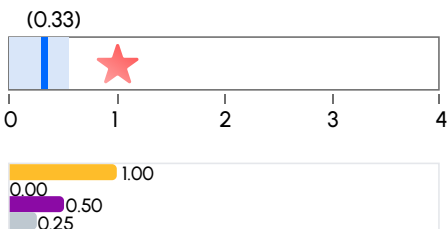
ENGAGE WITH EMPATHY

Q13. Empathise in a way that motivates one to take action to help others in the work environment.



ENGAGE WITH EMPATHY

Q15. Share similar experiences that may be adapted to their work circumstances.



STRENGTHS AND DEVELOPMENT NEEDS

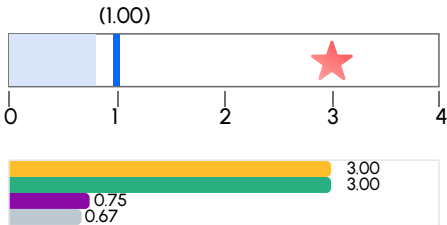
Development Needs

These practices were identified by your raters as your Development Needs. They have the Largest Average Gap Size. Build on this feedback.



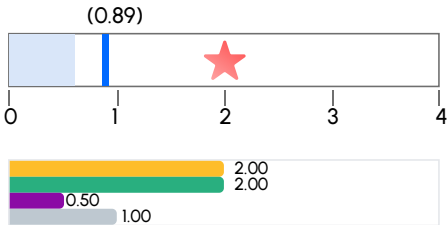
COURAGE TO ACT

Q26. Explore and adopt innovative approaches to increase the team's performance through changing work policies, modeling, and structure.



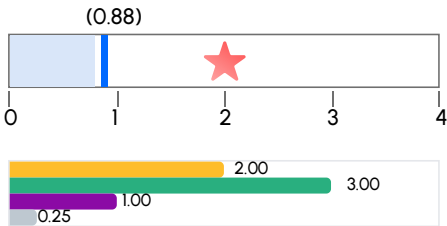
AGILE MINDSET

Q6. Ensure change plans are executed effectively and in a timely manner.



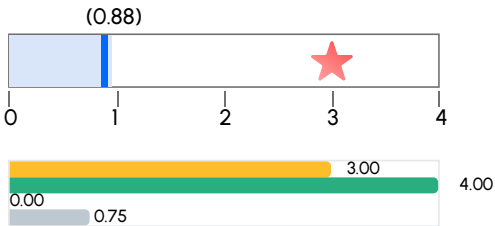
PURPOSEFUL PARTNERSHIP

Q19. Effectively manage and resolve conflict within own department to achieve mutually agreeable outcomes.



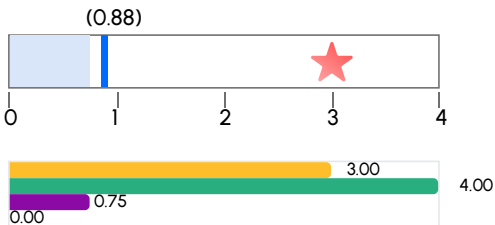
LIFELONG LEARNING

Q36. Purposefully manage career development and professional growth of team members.



LIFELONG LEARNING

Q37. Inspire others to learn by regularly pursuing new knowledge and/or skills.



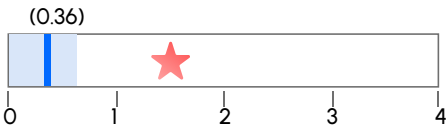
COMPETENCIES REPORT IN ASCENDING ORDER

Average Gap Size

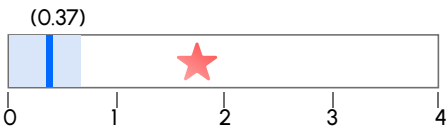
★ Self Gap Size

Overall Survey Average Gap Size

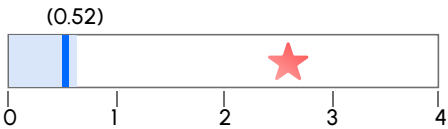
KEEP UP-TO-DATE



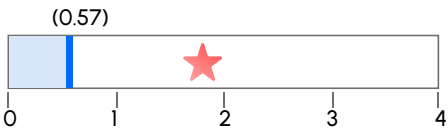
ENGAGE WITH EMPATHY



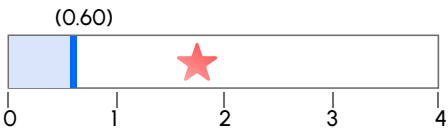
SPEAK UP



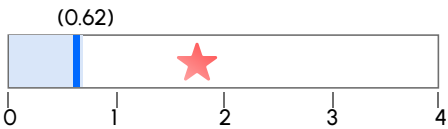
COURAGE TO ACT



PURPOSEFUL PARTNERSHIP



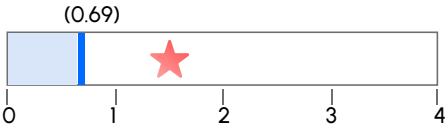
KNOW YOUR CUSTOMER



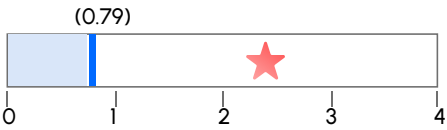
HOLISTIC THINKING



AGILE MINDSET



LIFELONG LEARNING



INDIVIDUAL PRACTICES REPORT

Holistic Thinking

Q1. Leverage on own and others’ relevant experience and insights to make decisions.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	0.00	-	1	-	-	-	-
Immediate Supervisor	2.00	-	-	-	1	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.50	-	2	2	-	-	-

Q2. Examine issues and ideas, considering multiple scenarios and their’ pros and con in decision-making.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	0.00	-	1	-	-	-	-
Immediate Supervisor	2.00	-	-	-	1	-	-
Peers	0.25	-	3	1	-	-	-
Subordinates	0.25	1	2	1	-	-	-

Q3. Identify new possibilities to address current business issues.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	2.00	-	-	-	1	-	-
Peers	0.75	-	1	3	-	-	-
Subordinates	0.50	-	2	2	-	-	-

Q4. Manage teams’ resources to collate information from multiple sources.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	3.00	-	-	-	-	1	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.50	-	3	-	1	-	-

Agile Mindset

Q5. Assess the effectiveness and constantly update plans to adapt to different situations.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	2.00	-	-	-	1	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.50	1	2	-	1	-	-

Q6. Ensure change plans are executed effectively and in a timely manner.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	2.00	-	-	-	1	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	1.00	-	2	1	-	1	-

Q7. Willing and able to learn from past experiences, and actively apply/adapt the learnings to current work situation.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	3.00	-	-	-	-	1	-
Peers	0.33	-	2	1	-	-	-
Subordinates	0.00	1	3	-	-	-	-

Q8. Provide coaching to help others adapt and be more versatile.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	4.00	-	-	-	-	-	1
Peers	0.50	-	2	2	-	-	-
Subordinates	0.00	-	4	-	-	-	-

Know Your Customer

Q9. Analyse trends and Customers' needs to generate insights on their behavior to continuously improve products, services, solutions, and/or experience.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	2.00	-	-	-	1	-	-
Peers	0.75	-	1	3	-	-	-
Subordinates	0.50	-	3	-	1	-	-

Q10. Assess the effectiveness of initiatives and provide feedback and recommendations to Management.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	1.00	-	-	1	-	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.50	-	2	2	-	-	-

Q11. Review and determine cross-functional initiatives in sync with Customers' needs and wants.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	3.00	-	-	-	-	1	-
Peers	0.33	-	2	1	-	-	-
Subordinates	0.50	-	3	-	1	-	-

Q12. Promote a Customer-centric culture by role modeling the behavior.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	1.00	-	-	1	-	-	-
Peers	0.33	-	2	1	-	-	-
Subordinates	0.25	1	2	1	-	-	-

Engage With Empathy

Q13. Empathise in a way that motivates one to take action to help others in the work environment.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	1.00	-	-	1	-	-	-
Peers	0.33	-	2	1	-	-	-
Subordinates	0.00	-	4	-	-	-	-

Q14. Proactively ask what help is needed at work and ensure assistance is provided while balancing one's need for personal space.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	1.00	-	-	1	-	-	-
Peers	1.00	-	1	2	1	-	-
Subordinates	0.25	-	3	1	-	-	-



Q15. Share similar experiences that may be adapted to their work circumstances.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	0.00	-	1	-	-	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.25	-	3	1	-	-	-

Q16. Empathise whilst balancing the need of individuals and the business.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	0.00	-	1	-	-	-	-
Peers	0.25	-	3	1	-	-	-
Subordinates	0.25	1	2	1	-	-	-

Purposeful Partnership

Q17. Nurture high-priority relationships with internal and external stakeholders within their own areas of expertise.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	2.00	-	-	-	1	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.00	-	4	-	-	-	-

Q18. Leverage one’s network and connection to gather market data.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	3.00	-	-	-	-	1	-
Immediate Supervisor	3.00	-	-	-	-	1	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.00	-	4	-	-	-	-

Q19. Effectively manage and resolve conflict within own department to achieve mutually agreeable outcomes.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	3.00	-	-	-	-	1	-
Peers	1.00	-	1	1	1	-	-
Subordinates	0.25	-	3	1	-	-	-

Q20. Demonstrate commitment to team success by being inclusive and facilitating team collaboration.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	4.00	-	-	-	-	-	1
Peers	0.25	-	3	1	-	-	-
Subordinates	0.00	-	4	-	-	-	-

Speak Up

Q21. Adjust communication style based on situation or audience (small group) to appeal to their interest.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	1.00	-	-	1	-	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.67	-	1	2	-	-	-

Q22. Facilitate open dialogues that are honest, objective, and with various views by encouraging others to express their viewpoints.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	3.00	-	-	-	-	1	-
Immediate Supervisor	1.00	-	-	1	-	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.25	-	3	1	-	-	-

Q23. Encourage constructive feedback and be objective in addressing disagreements.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	3.00	-	-	-	-	1	-
Immediate Supervisor	0.00	-	1	-	-	-	-
Peers	0.25	-	3	1	-	-	-
Subordinates	0.25	-	3	1	-	-	-

Q24. Communicate effectively and confidently to obtain a commitment from big and diverse audiences.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	3.00	-	-	-	-	1	-
Immediate Supervisor	3.00	-	-	-	-	1	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.00	-	4	-	-	-	-

Q25. Facilitate discussions with various views to converge and achieve a common objective.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	3.00	-	-	-	-	1	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.50	-	2	2	-	-	-

Courage To Act

Q26. Explore and adopt innovative approaches to increase the team's performance through changing work policies, modeling, and structure.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	3.00	-	-	-	-	1	-
Immediate Supervisor	3.00	-	-	-	-	1	-
Peers	0.75	-	1	3	-	-	-
Subordinates	0.67	-	2	-	1	-	-

Q27. Drive implementation with persistence to deliver results despite obstacles.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	0.00	-	1	-	-	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.50	-	2	2	-	-	-

Q28. Encourage and value innovative ideas and suggestions from others.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	2.00	-	-	-	1	-	-
Peers	0.25	-	3	1	-	-	-
Subordinates	0.25	-	3	1	-	-	-

Q29. Maintain focus to deliver the chosen strategy.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	0.00	-	1	-	-	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.25	-	3	1	-	-	-

Q30. Give space for self and team members to take risks and learn from mistakes.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	4.00	-	-	-	-	-	1
Peers	0.25	-	3	1	-	-	-
Subordinates	0.25	1	2	1	-	-	-

Keep Up-to-date

Q31. Keep up-to-date with relevant industry trends and leverage best practices to turn it into an action plan.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	1.00	-	-	1	-	-	-
Immediate Supervisor	1.00	-	-	1	-	-	-
Peers	0.25	-	3	1	-	-	-
Subordinates	0.67	-	1	2	-	-	-

Q32. Offer guidance to others on how to understand relevant trends and industry advancements.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	0.00	-	1	-	-	-	-
Immediate Supervisor	3.00	-	-	-	-	1	-
Peers	0.33	-	2	1	-	-	-
Subordinates	0.25	-	3	1	-	-	-

Q33. Create opportunities for the team to be in touch by having external exposure from related industries

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	2.00	-	-	-	1	-	-
Immediate Supervisor	0.00	-	1	-	-	-	-
Peers	0.00	-	4	-	-	-	-
Subordinates	0.00	-	3	-	-	-	-

Q34. Stay current with the evolution of technology, politics, social and economic environment, and assess the effects on business.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	3.00	-	-	-	-	1	-
Immediate Supervisor	1.00	-	-	1	-	-	-
Peers	0.50	-	2	2	-	-	-
Subordinates	0.00	-	4	-	-	-	-

Lifelong Learning

Q35. Invest resources to continuously enhance skillsets that can be applied to one’s function.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	3.00	-	-	-	-	1	-
Immediate Supervisor	3.00	-	-	-	-	1	-
Peers	0.00	-	2	-	-	-	-
Subordinates	0.00	-	3	-	-	-	-

Q36. Purposefully manage career development and professional growth of team members.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	3.00	-	-	-	-	1	-
Immediate Supervisor	4.00	-	-	-	-	-	1
Peers	0.00	-	3	-	-	-	-
Subordinates	0.75	-	2	1	1	-	-

Q37. Inspire others to learn by regularly pursuing new knowledge and/or skills.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	3.00	-	-	-	-	1	-
Immediate Supervisor	4.00	-	-	-	-	-	1
Peers	0.75	-	2	1	1	-	-
Subordinates	0.00	1	2	-	-	-	-

Q38. Make effort to teach / coach/ mentor team members.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	0.00	-	1	-	-	-	-
Immediate Supervisor	4.00	-	-	-	-	-	1
Peers	0.67	-	2	-	1	-	-
Subordinates	0.25	-	3	1	-	-	-

Q39. Nurture an environment that supports coaching and honest performance feedback.

Rater Group	Avg Gap Size	R	0	1	2	3	4
Self	3.00	-	-	-	-	1	-
Immediate Supervisor	4.00	-	-	-	-	-	1
Peers	0.33	-	2	1	-	-	-
Subordinates	0.25	-	3	1	-	-	-

## INDIVIDUAL PRACTICES REPORT IN ASCENDING ORDER

This list shows the practices arranged by Average Gap Size in ascending order.

Q33. Create opportunities for the team to be in touch by having external exposure from related industries	0.00
Q16. Empathise whilst balancing the need of individuals and the business.	0.22
Q23. Encourage constructive feedback and be objective in addressing disagreements.	0.22
Q13. Empathise in a way that motivates one to take action to help others in the work environment.	0.25
Q15. Share similar experiences that may be adapted to their work circumstances.	0.33
Q29. Maintain focus to deliver the chosen strategy.	0.33
Q34. Stay current with the evolution of technology, politics, social and economic environment, and assess the effects on business.	0.33
Q12. Promote a Customer-centric culture by role modeling the behavior.	0.38
Q2. Examine issues and ideas, considering multiple scenarios and their' pros and con in decision-making.	0.44
Q17. Nurture high-priority relationships with internal and external stakeholders within their own areas of expertise.	0.44
Q22. Facilitate open dialogues that are honest, objective, and with various views by encouraging others to express their viewpoints.	0.44
Q27. Drive implementation with persistence to deliver results despite obstacles.	0.44
Q28. Encourage and value innovative ideas and suggestions from others.	0.44
Q7. Willing and able to learn from past experiences, and actively apply/adapt the learnings to current work situation.	0.50
Q31. Keep up-to-date with relevant industry trends and leverage best practices to turn it into an action plan.	0.50
Q35. Invest resources to continuously enhance skillsets that can be applied to one's function.	0.50

Q10. Assess the effectiveness of initiatives and provide feedback and recommendations to Management.	0.56
Q18. Leverage one's network and connection to gather market data.	0.56
Q20. Demonstrate commitment to team success by being inclusive and facilitating team collaboration.	0.56
Q24. Communicate effectively and confidently to obtain a commitment from big and diverse audiences.	0.56
Q21. Adjust communication style based on situation or audience (small group) to appeal to their interest.	0.63
Q32. Offer guidance to others on how to understand relevant trends and industry advancements.	0.63
Q1. Leverage on own and others' relevant experience and insights to make decisions.	0.67
Q5. Assess the effectiveness and constantly update plans to adapt to different situations.	0.67
Q8. Provide coaching to help others adapt and be more versatile.	0.67
Q14. Proactively ask what help is needed at work and ensure assistance is provided while balancing one's need for personal space.	0.67
Q30. Give space for self and team members to take risks and learn from mistakes.	0.67
Q11. Review and determine cross-functional initiatives in sync with Customers' needs and wants.	0.75
Q39. Nurture an environment that supports coaching and honest performance feedback.	0.75
Q3. Identify new possibilities to address current business issues.	0.78
Q4. Manage teams' resources to collate information from multiple sources.	0.78
Q9. Analyse trends and Customers' needs to generate insights on their behavior to continuously improve products, services, solutions, and/or experience.	0.78
Q25. Facilitate discussions with various views to converge and achieve a common objective.	0.78
Q19. Effectively manage and resolve conflict within own department to achieve mutually agreeable outcomes.	0.88

Q36. Purposefully manage career development and professional growth of team members.	0.88
Q37. Inspire others to learn by regularly pursuing new knowledge and/or skills.	0.88
Q38. Make effort to teach / coach/ mentor team members.	0.88
Q6. Ensure change plans are executed effectively and in a timely manner.	0.89
Q26. Explore and adopt innovative approaches to increase the team’s performance through changing work policies, modeling, and structure.	1.00



## QUALITATIVE FEEDBACK

### What do you perceive as the 2 top strengths of this participant and how has the participant demonstrated them in the workplace?

- 1) Mun Wai has taken feedback positively and always tries to act on the feedback and show that he understands the feedback 2) Mun Wai is knowledgeable and experienced in his area, though he may not be as updated with new trends and approaches in the market
- 1. Very stable emotionally, knowledgeable, hardworking and able to adapt/work under pressure as demonstrated during the restructuring of the workplace 2. Approachable and listens to the views from others before making decisions, and these are often reflected at the workplace
- Open minded personality - can communicate and discuss openly any topics. Patient - can handle critical and difficult situation with positive thoughts.
- High technical competency via his work output (reviewing research reports of his subordinates) Ability to cultivate teamwork amongst his subordinates (demonstrated via several projects which require coordination amongst cross section/departments to complete tasks)
- 1. Strong technical skills, and thus able to assist the team whenever there are technical issues to be solved. For example, whenever there are technical issue that need to be addressed, I will gather a team to discuss the problem if I am unsure of the solution. 2. Leveraging on past experience and the team's experience to come up with solutions for problems. For example, will try to analyse various possibilities/outcomes with the team to ensure it is a holistic solution.
- 1. The willingness to assume bigger role and responsibilities. The person has been given the task to head the EqR section. 2. Openness to ideas. The person is open to any new ideas and encourage discussion among team members.
- 1) Strong sense of empathy to the team members. 2) Willingness to share technical knowledge and know-how
- 1. Responsible and committed to achieve team goals 2. Willingness to guide and coach others

### What are the 2 areas that the participant can develop to make him or her more effective in the organisation?

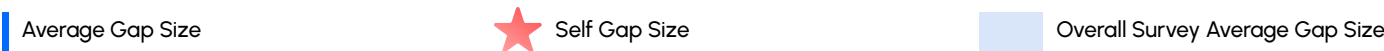
- 1) Mun Wai needs to be a leader for his section. He is good technical skills, but have not developed his leadership skills, which is required for the position 2) Mun Wai needs to learn how to be a coach and mentor for his next liners, so that they can be leaders, coach and mentor for the junior team members. Without this capability, the rest of his section would not have a role model or benchmark to follow. This is the issue at Equity Research currently
- 1. Delegation of duties- Since his work scope is now bigger and takes much of his time and attention, he can consider delegating some of the responsibilities to that he can focus more on supervisory/leadership role 2. Learn to say no - maybe he can consider declining some requests/tasks from other parties (unless very crucial) if the timeline is not reasonable/the resources are insufficient to do it, so that the team does not compromise on quality of the work
- Handling team - improve skills in handling teams. Soft skills - improve soft skills especially related to administrative work functions.
- Developing further on leadership skills To be more assertive
- 1. Need to be able to effectively communicate with team members on the objectives/issues at hand, because there tends to be gaps in communication when under stress or there are lots of things to do. Feedback sessions are rarely done. 2. Need to be able to better plan on usage of manpower resources. Currently, may not be fully utilising the strengths of all staff.

- 1. Prioritizing the task. 2. Delegation of authority
- 1) Think holistically, particularly for the benefit of the team members.

STRENGTHS AND DEVELOPMENT NEEDS FROM IMMEDIATE SUPERVISOR

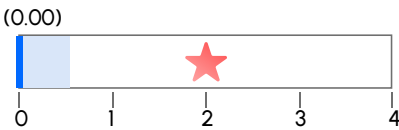
Strengths

These practices were identified by your Immediate Supervisor as your Strengths. They have the smallest Average Gap Size. Build on this strong foundation.



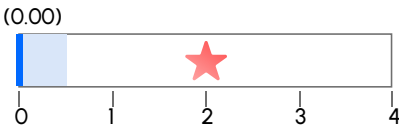
COURAGE TO ACT

Q27. Drive implementation with persistence to deliver results despite obstacles.



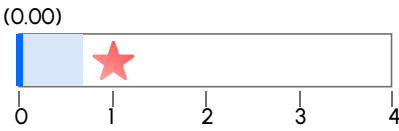
KEEP UP-TO-DATE

Q33. Create opportunities for the team to be in touch by having external exposure from related industries



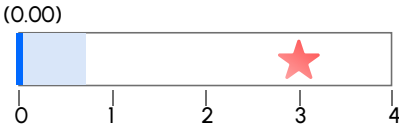
ENGAGE WITH EMPATHY

Q15. Share similar experiences that may be adapted to their work circumstances.



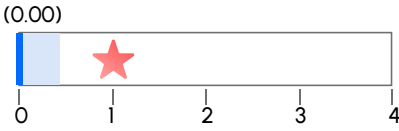
SPEAK UP

Q23. Encourage constructive feedback and be objective in addressing disagreements.



COURAGE TO ACT

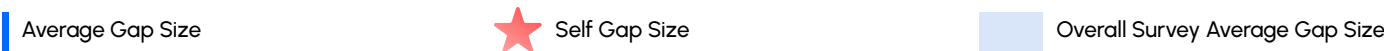
Q29. Maintain focus to deliver the chosen strategy.



STRENGTHS AND DEVELOPMENT NEEDS FROM IMMEDIATE SUPERVISOR

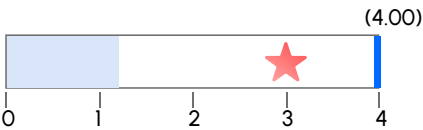
Development Needs

These practices were identified by your Immediate Supervisor as your Development Needs. They have the Largest Average Gap Size. Build on this feedback.



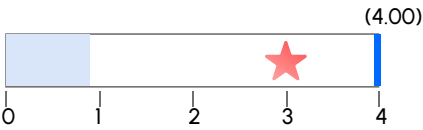
LIFELONG LEARNING

Q36. Purposefully manage career development and professional growth of team members.



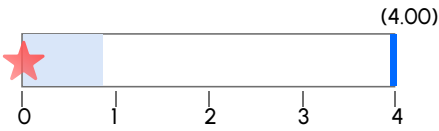
LIFELONG LEARNING

Q37. Inspire others to learn by regularly pursuing new knowledge and/or skills.



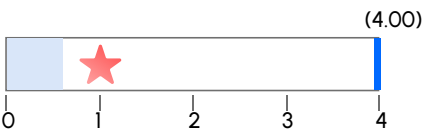
LIFELONG LEARNING

Q38. Make effort to teach / coach/ mentor team members.



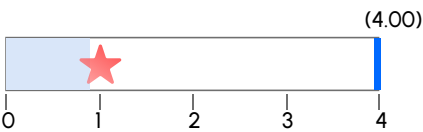
PURPOSEFUL PARTNERSHIP

Q20. Demonstrate commitment to team success by being inclusive and facilitating team collaboration.



AGILE MINDSET

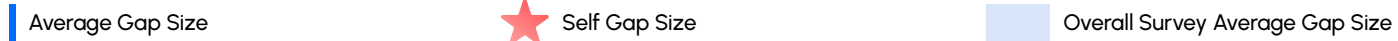
Q8. Provide coaching to help others adapt and be more versatile.



STRENGTHS AND DEVELOPMENT NEEDS FROM PEERS

Strengths

These practices were identified by your Peers as your Strengths. They have the smallest Average Gap Size. Build on this strong foundation.



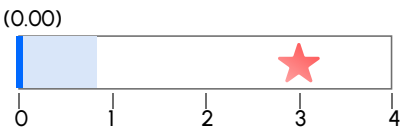
LIFELONG LEARNING

Q35. Invest resources to continuously enhance skillsets that can be applied to one’s function.



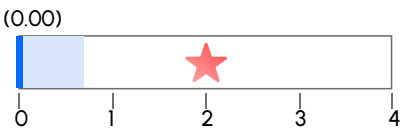
LIFELONG LEARNING

Q36. Purposefully manage career development and professional growth of team members.



KEEP UP-TO-DATE

Q33. Create opportunities for the team to be in touch by having external exposure from related industries



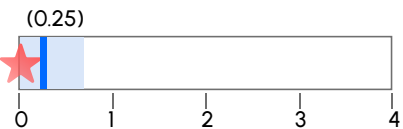
KEEP UP-TO-DATE

Q31. Keep up-to-date with relevant industry trends and leverage best practices to turn it into an action plan.



HOLISTIC THINKING

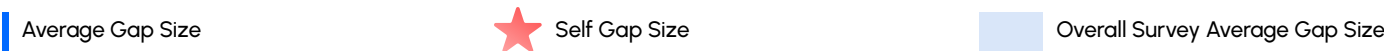
Q2. Examine issues and ideas, considering multiple scenarios and their’ pros and con in decision-making.



STRENGTHS AND DEVELOPMENT NEEDS FROM PEERS

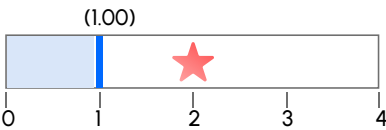
Development Needs

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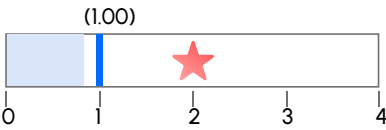
ENGAGE WITH EMPATHY

Q14. Proactively ask what help is needed at work and ensure assistance is provided while balancing one’s need for personal space.



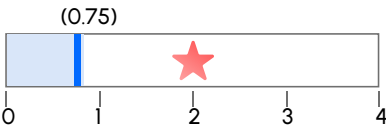
PURPOSEFUL PARTNERSHIP

Q19. Effectively manage and resolve conflict within own department to achieve mutually agreeable outcomes.



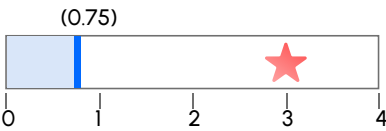
KNOW YOUR CUSTOMER

Q9. Analyse trends and Customers’ needs to generate insights on their behavior to continuously improve products, services, solutions, and/or experience.



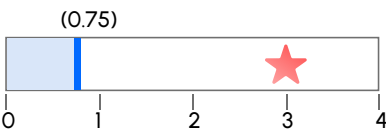
COURAGE TO ACT

Q26. Explore and adopt innovative approaches to increase the team’s performance through changing work policies, modeling, and structure.



LIFELONG LEARNING

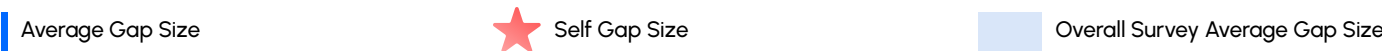
Q37. Inspire others to learn by regularly pursuing new knowledge and/or skills.



STRENGTHS AND DEVELOPMENT NEEDS FROM SUBORDINATES

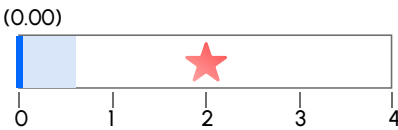
Strengths

These practices were identified by your Subordinates as your Strengths. They have the smallest Average Gap Size. Build on this strong foundation.



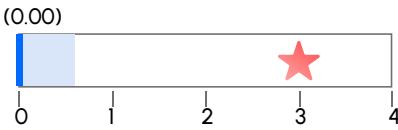
ENGAGE WITH EMPATHY

Q13. Empathise in a way that motivates one to take action to help others in the work environment.



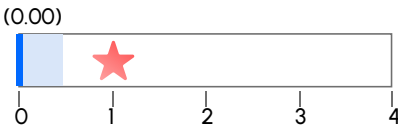
LIFELONG LEARNING

Q35. Invest resources to continuously enhance skillsets that can be applied to one's function.



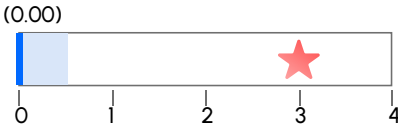
PURPOSEFUL PARTNERSHIP

Q17. Nurture high-priority relationships with internal and external stakeholders within their own areas of expertise.



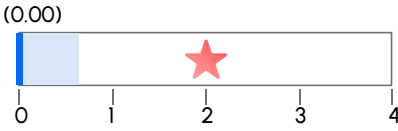
PURPOSEFUL PARTNERSHIP

Q18. Leverage one's network and connection to gather market data.



KEEP UP-TO-DATE

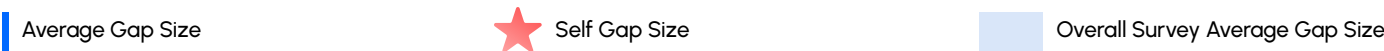
Q33. Create opportunities for the team to be in touch by having external exposure from related industries



STRENGTHS AND DEVELOPMENT NEEDS FROM SUBORDINATES

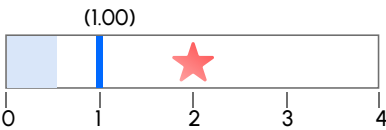
Development Needs

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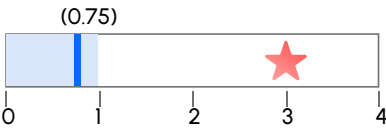
AGILE MINDSET

Q6. Ensure change plans are executed effectively and in a timely manner.



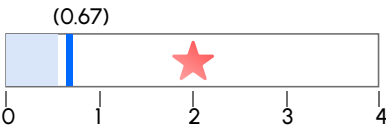
LIFELONG LEARNING

Q36. Purposefully manage career development and professional growth of team members.



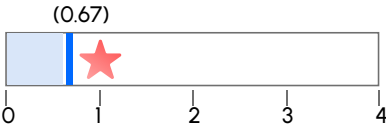
SPEAK UP

Q21. Adjust communication style based on situation or audience (small group) to appeal to their interest.



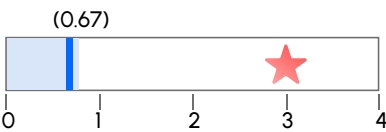
KEEP UP-TO-DATE

Q31. Keep up-to-date with relevant industry trends and leverage best practices to turn it into an action plan.



COURAGE TO ACT

Q26. Explore and adopt innovative approaches to increase the team's performance through changing work policies, modeling, and structure.





AVERAGE GAP SIZE AGAINST SELF GAP GROUPED BY COMPETENCY

HOLISTIC THINKING

Self Gap SizeAverage Gap Size

Q1. Leverage on own and others’ relevant experience and insights to make decisions.



Q2. Examine issues and ideas, considering multiple scenarios and their’ pros and con in decision-making.



Q3. Identify new possibilities to address current business issues.



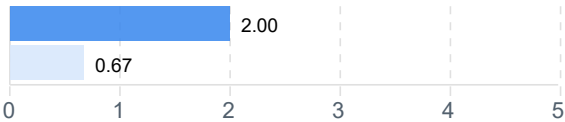
Q4. Manage teams’ resources to collate information from multiple sources.



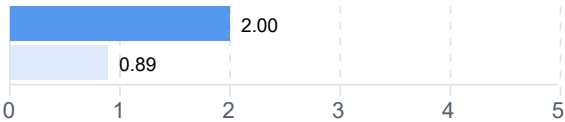
AGILE MINDSET

Self Gap SizeAverage Gap Size

Q5. Assess the effectiveness and constantly update plans to adapt to different situations.



Q6. Ensure change plans are executed effectively and in a timely manner.



Q7. Willing and able to learn from past experiences, and actively apply/adapt the learnings to current work situation.



Q8. Provide coaching to help others adapt and be more versatile.



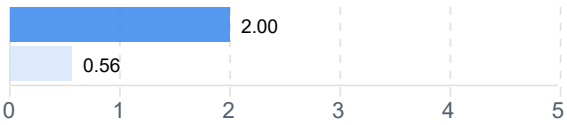
KNOW YOUR CUSTOMER

Self Gap Size    Average Gap Size

Q9. Analyse trends and Customers’ needs to generate insights on their behavior to continuously improve products, services, solutions, and/or experience.



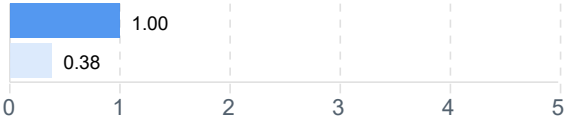
Q10. Assess the effectiveness of initiatives and provide feedback and recommendations to Management.



Q11. Review and determine cross-functional initiatives in sync with Customers’ needs and wants.



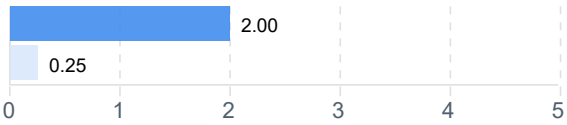
Q12. Promote a Customer-centric culture by role modeling the behavior.



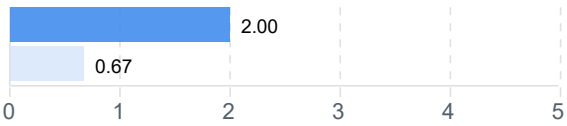
ENGAGE WITH EMPATHY

Self Gap Size    Average Gap Size

Q13. Empathise in a way that motivates one to take action to help others in the work environment.



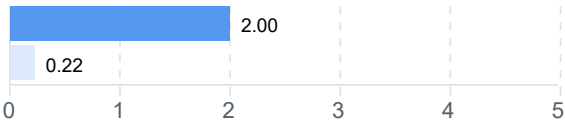
Q14. Proactively ask what help is needed at work and ensure assistance is provided while balancing one’s need for personal space.



Q15. Share similar experiences that may be adapted to their work circumstances.



Q16. Empathise whilst balancing the need of individuals and the business.



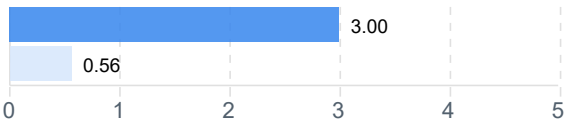
PURPOSEFUL PARTNERSHIP

Self Gap Size    Average Gap Size

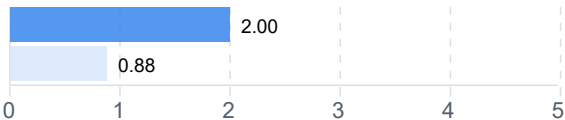
Q17. Nurture high-priority relationships with internal and external stakeholders within their own areas of expertise.



Q18. Leverage one's network and connection to gather market data.



Q19. Effectively manage and resolve conflict within own department to achieve mutually agreeable outcomes.



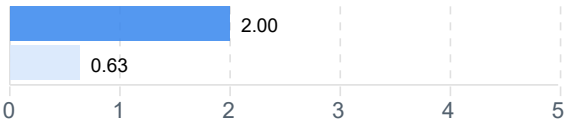
Q20. Demonstrate commitment to team success by being inclusive and facilitating team collaboration.



SPEAK UP

Self Gap Size    Average Gap Size

Q21. Adjust communication style based on situation or audience (small group) to appeal to their interest.



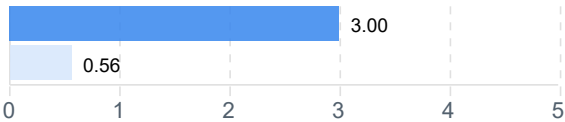
Q22. Facilitate open dialogues that are honest, objective, and with various views by encouraging others to express their viewpoints.



Q23. Encourage constructive feedback and be objective in addressing disagreements.



Q24. Communicate effectively and confidently to obtain a commitment from big and diverse audiences.



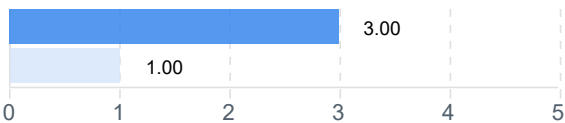
Q25. Facilitate discussions with various views to converge and achieve a common objective.



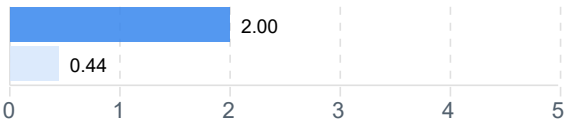
COURAGE TO ACT

Self Gap Size    Average Gap Size

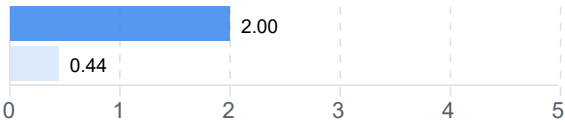
Q26. Explore and adopt innovative approaches to increase the team’s performance through changing work policies, modeling, and structure.



Q27. Drive implementation with persistence to deliver results despite obstacles.



Q28. Encourage and value innovative ideas and suggestions from others.



Q29. Maintain focus to deliver the chosen strategy.



Q30. Give space for self and team members to take risks and learn from mistakes.



KEEP UP-TO-DATE

Self Gap Size    Average Gap Size

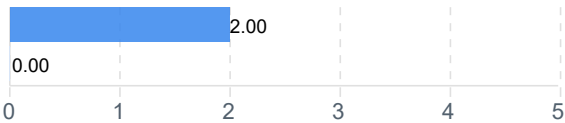
Q31. Keep up-to-date with relevant industry trends and leverage best practices to turn it into an action plan.



Q32. Offer guidance to others on how to understand relevant trends and industry advancements.



Q33. Create opportunities for the team to be in touch by having external exposure from related industries



Q34. Stay current with the evolution of technology, politics, social and economic environment, and assess the effects on business.



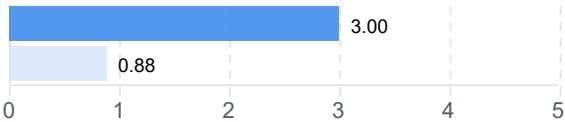
LIFELONG LEARNING

Self Gap Size    Average Gap Size

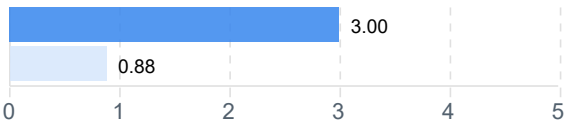
Q35. Invest resources to continuously enhance skillsets that can be applied to one’s function.



Q36. Purposefully manage career development and professional growth of team members.



Q37. Inspire others to learn by regularly pursuing new knowledge and/or skills.



Q38. Make effort to teach / coach/ mentor team members.



Q39. Nurture an environment that supports coaching and honest performance feedback.



TOP 5 BLIND SPOTS

AVERAGE GAP (ALL RATERS) AGAINST SELF GAP

Self RatingAverage Gap Rating

LIFELONG LEARNING

Q38. Make effort to teach / coach/ mentor team members.



HOLISTIC THINKING

Q1. Leverage on own and others’ relevant experience and insights to make decisions.



KEEP UP-TO-DATE

Q32. Offer guidance to others on how to understand relevant trends and industry advancements.



HOLISTIC THINKING

Q2. Examine issues and ideas, considering multiple scenarios and their’ pros and con in decision-making.



TOP 5 UNDERESTIMATED COMPETENCIES

AVERAGE GAP (ALL RATERS) AGAINST SELF GAP

Self Rating    Average Gap Rating

SPEAK UP

Q23. Encourage constructive feedback and be objective in addressing disagreements.



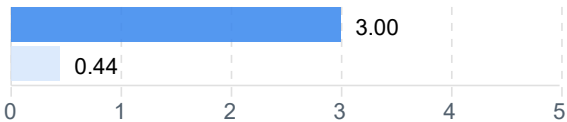
KEEP UP-TO-DATE

Q34. Stay current with the evolution of technology, politics, social and economic environment, and assess the effects on business.



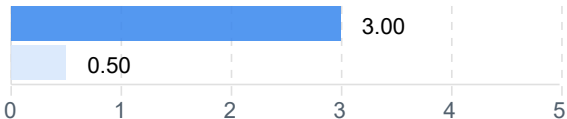
SPEAK UP

Q22. Facilitate open dialogues that are honest, objective, and with various views by encouraging others to express their viewpoints.



LIFELONG LEARNING

Q35. Invest resources to continuously enhance skillsets that can be applied to one's function.

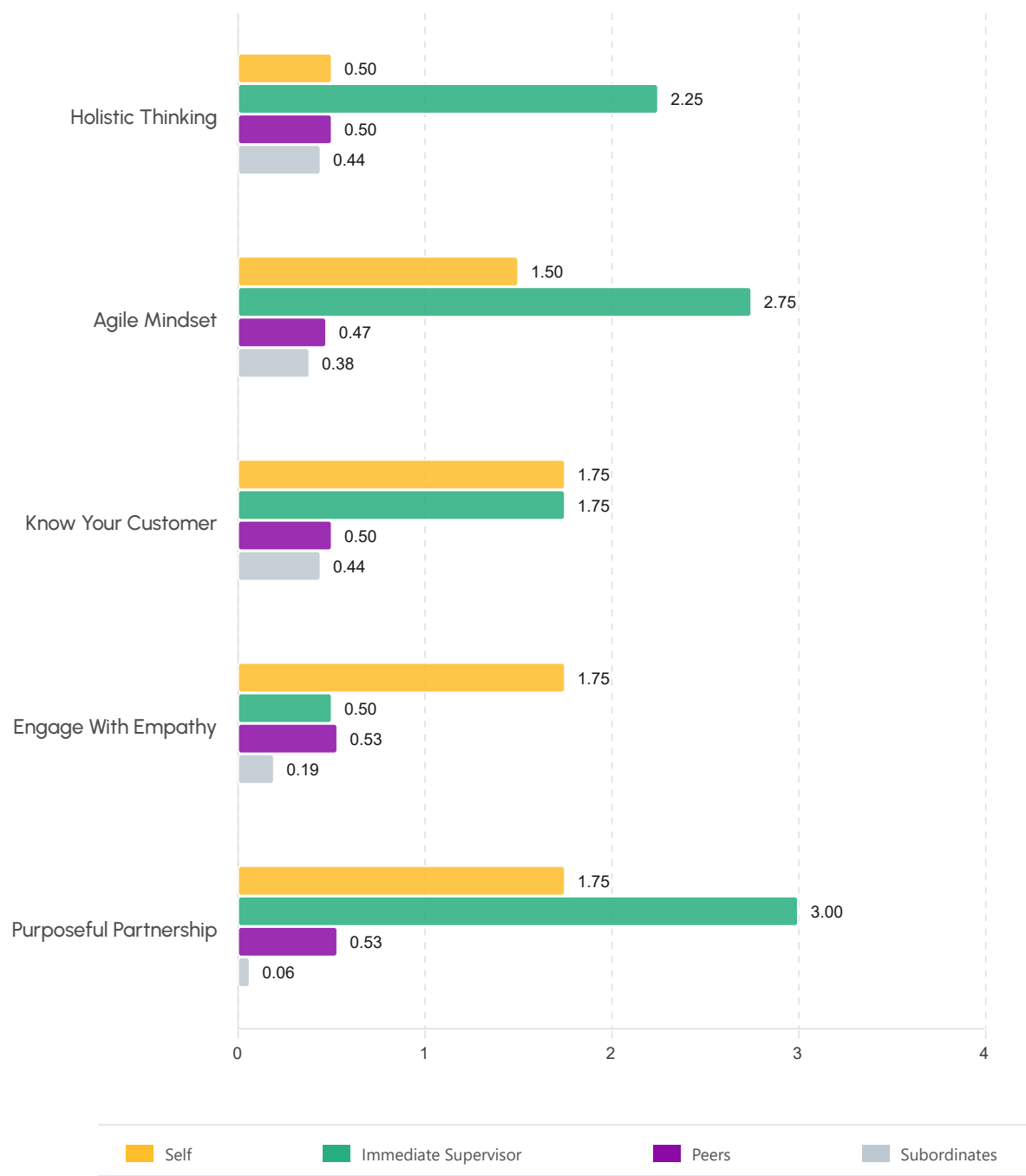


PURPOSEFUL PARTNERSHIP

Q18. Leverage one's network and connection to gather market data.

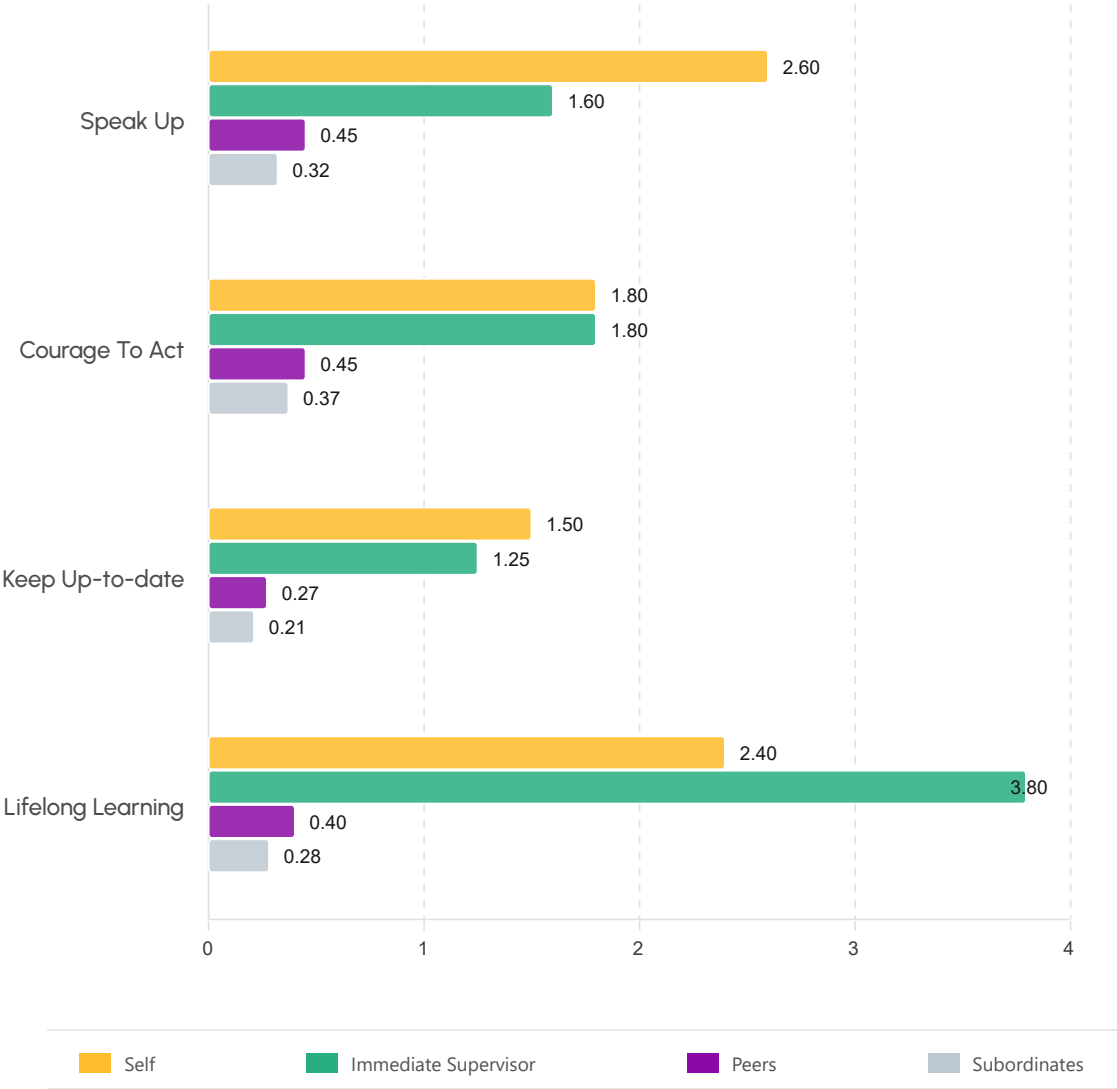


AVG GAP PER ROLE BY COMPETENCY



(Please Turn Over)





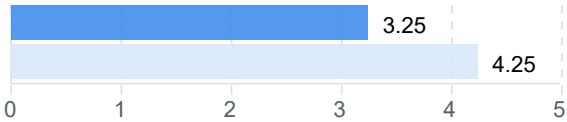
CURRENT & EXPECTED BEHEIVOUR WHERE HIGH PERFORMANCE IS EXPECTED (TOP 10)

RATING FROM PEERS

Current Expected

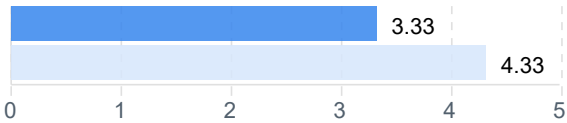
ENGAGE WITH EMPATHY

Q14. Proactively ask what help is needed at work and ensure assistance is provided while balancing one’s need for personal space.



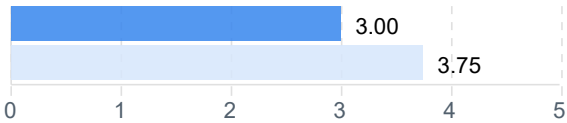
PURPOSEFUL PARTNERSHIP

Q19. Effectively manage and resolve conflict within own department to achieve mutually agreeable outcomes.



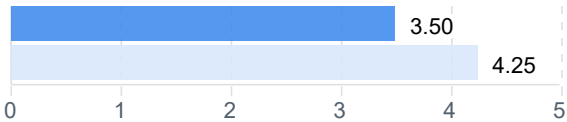
COURAGE TO ACT

Q26. Explore and adopt innovative approaches to increase the team’s performance through changing work policies, modeling, and structure.



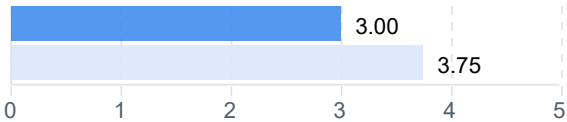
HOLISTIC THINKING

Q3. Identify new possibilities to address current business issues.



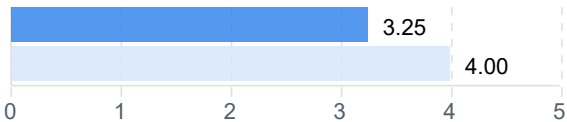
LIFELONG LEARNING

Q37. Inspire others to learn by regularly pursuing new knowledge and/or skills.



KNOW YOUR CUSTOMER

Q9. Analyse trends and Customers’ needs to generate insights on their behavior to continuously improve products, services, solutions, and/or experience.



LIFELONG LEARNING

Q38. Make effort to teach / coach/ mentor team members.



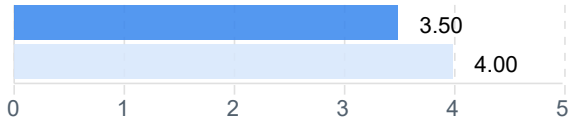
SPEAK UP

Q21. Adjust communication style based on situation or audience (small group) to appeal to their interest.



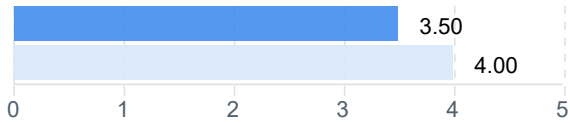
AGILE MINDSET

Q5. Assess the effectiveness and constantly update plans to adapt to different situations.



HOLISTIC THINKING

Q1. Leverage on own and others' relevant experience and insights to make decisions.



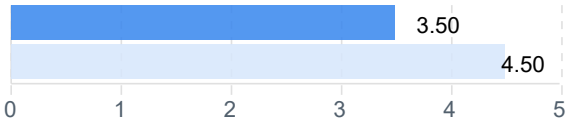
CURRENT & EXPECTED BEHEIVOUR WHERE HIGH PERFORMANCE IS EXPECTED (TOP 10)

RATING FROM SUBORDINATES

Current Expected

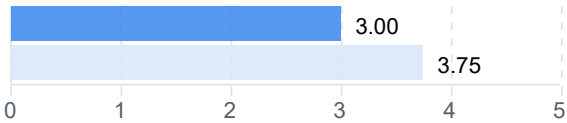
AGILE MINDSET

Q6. Ensure change plans are executed effectively and in a timely manner.



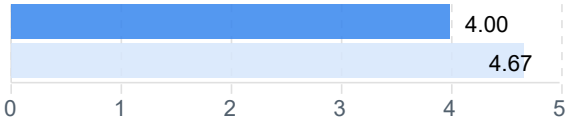
LIFELONG LEARNING

Q36. Purposefully manage career development and professional growth of team members.



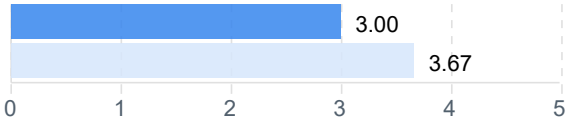
SPEAK UP

Q21. Adjust communication style based on situation or audience (small group) to appeal to their interest.



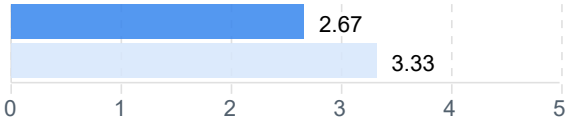
KEEP UP-TO-DATE

Q31. Keep up-to-date with relevant industry trends and leverage best practices to turn it into an action plan.



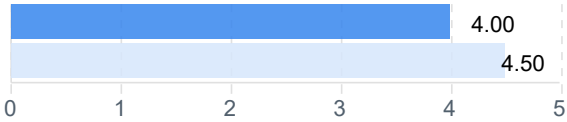
COURAGE TO ACT

Q26. Explore and adopt innovative approaches to increase the team's performance through changing work policies, modeling, and structure.



KNOW YOUR CUSTOMER

Q9. Analyse trends and Customers' needs to generate insights on their behavior to continuously improve products, services, solutions, and/or experience.



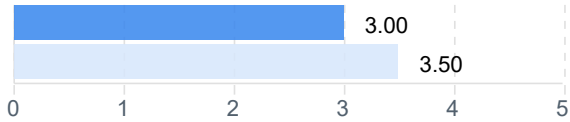
HOLISTIC THINKING

Q1. Leverage on own and others' relevant experience and insights to make decisions.



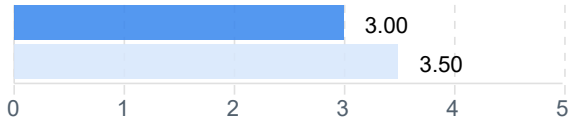
KNOW YOUR CUSTOMER

Q10. Assess the effectiveness of initiatives and provide feedback and recommendations to Management.



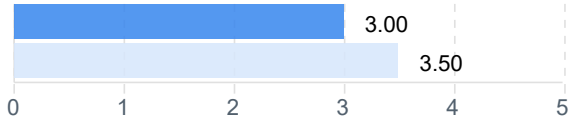
COURAGE TO ACT

Q27. Drive implementation with persistence to deliver results despite obstacles.



HOLISTIC THINKING

Q3. Identify new possibilities to address current business issues.



CURRENT & EXPECTED BEHEIVOUR WHERE HIGH PERFORMANCE IS EXPECTED (TOP 10)

RATING FROM SELF

Current Expected

COURAGE TO ACT

Q26. Explore and adopt innovative approaches to increase the team’s performance through changing work policies, modeling, and structure.



LIFELONG LEARNING

Q35. Invest resources to continuously enhance skillsets that can be applied to one’s function.



SPEAK UP

Q22. Facilitate open dialogues that are honest, objective, and with various views by encouraging others to express their viewpoints.



LIFELONG LEARNING

Q36. Purposefully manage career development and professional growth of team members.



PURPOSEFUL PARTNERSHIP

Q18. Leverage one’s network and connection to gather market data.



SPEAK UP

Q23. Encourage constructive feedback and be objective in addressing disagreements.



LIFELONG LEARNING

Q37. Inspire others to learn by regularly pursuing new knowledge and/or skills.



KEEP UP-TO-DATE

Q34. Stay current with the evolution of technology, politics, social and economic environment, and assess the effects on business.



SPEAK UP

Q24. Communicate effectively and confidently to obtain a commitment from big and diverse audiences.



LIFELONG LEARNING

Q39. Nurture an environment that supports coaching and honest performance feedback.



CURRENT & EXPECTED BEHEIOUR WHERE HIGH PERFORMANCE IS EXPECTED (TOP 10)

RATING FROM IMMEDIATE SUPERVISOR

Current Expected

LIFELONG LEARNING

Q36. Purposefully manage career development and professional growth of team members.



LIFELONG LEARNING

Q37. Inspire others to learn by regularly pursuing new knowledge and/or skills.



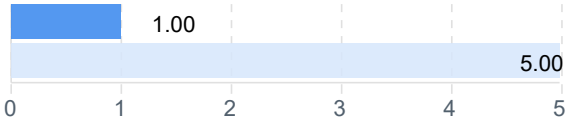
AGILE MINDSET

Q8. Provide coaching to help others adapt and be more versatile.



PURPOSEFUL PARTNERSHIP

Q20. Demonstrate commitment to team success by being inclusive and facilitating team collaboration.



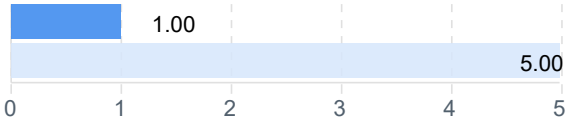
LIFELONG LEARNING

Q38. Make effort to teach / coach/ mentor team members.



LIFELONG LEARNING

Q39. Nurture an environment that supports coaching and honest performance feedback.





COURAGE TO ACT

Q30. Give space for self and team members to take risks and learn from mistakes.



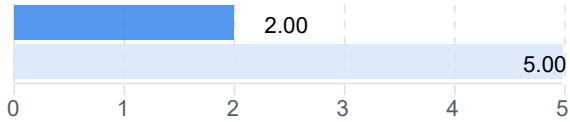
COURAGE TO ACT

Q26. Explore and adopt innovative approaches to increase the team's performance through changing work policies, modeling, and structure.



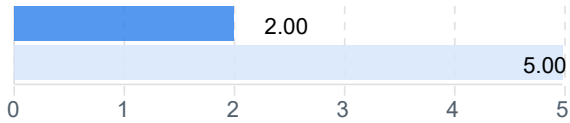
LIFELONG LEARNING

Q35. Invest resources to continuously enhance skillsets that can be applied to one's function.



KEEP UP-TO-DATE

Q32. Offer guidance to others on how to understand relevant trends and industry advancements.



## TABLE OF CURRENT VS EXPECTED FREQUENCY BY RATER GROUP

 Always Never
  Sometimes
  Generally
  Almost Always
  Always

How often does this person demonstrate the following -	Peers		Subordinates		Self		Immediate Supervisor	
	Curr	Exp	Curr	Exp	Curr	Exp	Curr	Exp
Q1. Leverage on own and others' relevant experience and insights to make decisions.	3.5	4.0	4.0	4.5	4.0	4.0	2.0	4.0
Q2. Examine issues and ideas, considering multiple scenarios and their' pros and con in decision-making.	4.0	4.3	4.3	4.3	4.0	4.0	2.0	4.0
Q3. Identify new possibilities to address current business issues.	3.5	4.3	3.0	3.5	3.0	4.0	2.0	4.0
Q4. Manage teams' resources to collate information from multiple sources.	3.8	4.3	3.5	4.0	3.0	4.0	2.0	5.0
Q5. Assess the effectiveness and constantly update plans to adapt to different situations.	3.5	4.0	3.8	4.0	2.0	4.0	2.0	4.0
Q6. Ensure change plans are executed effectively and in a timely manner.	4.0	4.5	3.5	4.5	2.0	4.0	3.0	5.0
Q7. Willing and able to learn from past experiences, and actively apply/adapt the learnings to current work situation.	4.0	4.3	4.5	4.3	3.0	4.0	2.0	5.0
Q8. Provide coaching to help others adapt and be more versatile.	3.5	4.0	3.8	3.8	3.0	4.0	1.0	5.0
Q9. Analyse trends and Customers' needs to generate insights on their behavior to continuously improve products, services, solutions, and/or experience.	3.3	4.0	4.0	4.5	2.0	4.0	3.0	5.0
Q10. Assess the effectiveness of initiatives and provide feedback and recommendations to Management.	3.5	4.0	3.0	3.5	2.0	4.0	3.0	4.0
Q11. Review and determine cross-functional initiatives in sync with Customers' needs and wants.	3.7	4.0	3.0	3.5	2.0	4.0	2.0	5.0
Q12. Promote a Customer-centric culture by role modeling the behavior.	3.7	4.0	3.5	3.5	3.0	4.0	3.0	4.0
Q13. Empathise in a way that motivates one to take action to help others in the work environment.	4.0	4.3	4.8	4.8	2.0	4.0	3.0	4.0
Q14. Proactively ask what help is needed at work and ensure assistance is provided while balancing one's need for personal space.	3.3	4.3	4.0	4.3	2.0	4.0	3.0	4.0
Q15. Share similar experiences that may be adapted to their work circumstances.	3.8	4.3	4.0	4.3	3.0	4.0	4.0	4.0
Q16. Empathise whilst balancing the need of individuals and the business.	3.8	4.0	3.8	3.8	2.0	4.0	4.0	4.0

How often does this person demonstrate the following -	Peers		Subordinates		Self		Immediate Supervisor	
	Curr	Exp	Curr	Exp	Curr	Exp	Curr	Exp
Q17. Nurture high-priority relationships with internal and external stakeholders within their own areas of expertise.	3.8	4.3	4.0	4.0	3.0	4.0	2.0	4.0
Q18. Leverage one's network and connection to gather market data.	3.8	4.3	4.5	4.5	1.0	4.0	2.0	5.0
Q19. Effectively manage and resolve conflict within own department to achieve mutually agreeable outcomes.	3.3	4.3	3.5	3.8	2.0	4.0	2.0	5.0
Q20. Demonstrate commitment to team success by being inclusive and facilitating team collaboration.	4.3	4.5	4.0	4.0	3.0	4.0	1.0	5.0
Q21. Adjust communication style based on situation or audience (small group) to appeal to their interest.	4.0	4.5	4.0	4.7	2.0	4.0	4.0	5.0
Q22. Facilitate open dialogues that are honest, objective, and with various views by encouraging others to express their viewpoints.	4.0	4.5	3.5	3.8	1.0	4.0	3.0	4.0
Q23. Encourage constructive feedback and be objective in addressing disagreements.	3.8	4.0	4.0	4.3	1.0	4.0	4.0	4.0
Q24. Communicate effectively and confidently to obtain a commitment from big and diverse audiences.	3.3	3.8	3.8	3.8	1.0	4.0	2.0	5.0
Q25. Facilitate discussions with various views to converge and achieve a common objective.	3.8	4.3	3.8	4.3	2.0	4.0	2.0	5.0
Q26. Explore and adopt innovative approaches to increase the team's performance through changing work policies, modeling, and structure.	3.0	3.8	2.7	3.3	1.0	4.0	1.0	4.0
Q27. Drive implementation with persistence to deliver results despite obstacles.	3.5	4.0	3.0	3.5	2.0	4.0	4.0	4.0
Q28. Encourage and value innovative ideas and suggestions from others.	4.3	4.5	3.8	4.0	2.0	4.0	3.0	5.0
Q29. Maintain focus to deliver the chosen strategy.	3.8	4.3	3.8	4.0	3.0	4.0	4.0	4.0
Q30. Give space for self and team members to take risks and learn from mistakes.	3.5	3.8	4.3	4.3	3.0	4.0	1.0	5.0
Q31. Keep up-to-date with relevant industry trends and leverage best practices to turn it into an action plan.	4.3	4.5	3.0	3.7	3.0	4.0	3.0	4.0
Q32. Offer guidance to others on how to understand relevant trends and industry advancements.	3.7	4.0	4.3	4.5	4.0	4.0	2.0	5.0
Q33. Create opportunities for the team to be in touch by having external exposure from related industries	4.3	4.3	4.3	4.3	2.0	4.0	4.0	4.0

How often does this person demonstrate the following -	Peers		Subordinates		Self		Immediate Supervisor	
	Curr	Exp	Curr	Exp	Curr	Exp	Curr	Exp
Q34. Stay current with the evolution of technology, politics, social and economic environment, and assess the effects on business.	3.5	4.0	4.5	4.5	1.0	4.0	3.0	4.0
Q35. Invest resources to continuously enhance skillsets that can be applied to one's function.	3.5	3.5	4.0	4.0	1.0	4.0	2.0	5.0
Q36. Purposefully manage career development and professional growth of team members.	3.3	3.3	3.0	3.8	1.0	4.0	1.0	5.0
Q37. Inspire others to learn by regularly pursuing new knowledge and/or skills.	3.0	3.8	4.0	3.7	1.0	4.0	1.0	5.0
Q38. Make effort to teach / coach/ mentor team members.	3.0	3.7	4.0	4.3	4.0	4.0	1.0	5.0
Q39. Nurture an environment that supports coaching and honest performance feedback.	3.0	3.3	3.8	4.0	1.0	4.0	1.0	5.0

\* Responses based on Rating scale of 1-5