

The Executive Readiness Scorecard

Find the #1 Blind Spot That's Stalling Your Tech Career

You're a top-performing technical leader, but you feel stuck.

What's the *real* gap between you and that Executive role?

In the next 3 minutes, this 10-question scorecard will diagnose your primary executive blind spot and give you the first step to fixing it.

The 3-Minute Assessment

(Instructions):

Rate yourself honestly on a scale of 1 (Not at all / Strongly Disagree) to 5 (Absolutely / Strongly Agree).

Please rate yourself honestly from 1 (Not at all / Strongly Disagree) to 5 (Absolutely / Strongly Agree).

Section 1: P3 - PRESENCE (Your Command & Gravitas)

Are you projecting executive confidence, especially under pressure?

1. The Gravitas Under Pressure Question:

When I'm challenged on a point, my default reaction is to pause and ask a clarifying question, not to immediately defend my data.

(1) Strongly Disagree - (2) Disagree - (3) Neutral - (4) Agree - (5) Strongly Agree

2. The "No Hedging" Question:

I have completely eliminated "hedging" language ("I just think," "This might be wrong, but...") from my vocabulary in high-stakes meetings.

(1) Strongly Disagree - (2) Disagree - (3) Neutral - (4) Agree - (5) Strongly Agree

3. The Virtual Command Question:

I actively manage my non-verbal cues (posture, eye contact, lighting) on video calls to project the same authority I would in person.

(1) Strongly Disagree - (2) Disagree - (3) Neutral - (4) Agree - (5) Strongly Agree

Section 2: P1 - PERFORMANCE (Your Value Narrative)

Are you communicating your business impact, not just your technical output?

4. The Financial Impact Question:

I am 100% confident that any senior executive could clearly explain the financial impact (\$/%) of my team's work, not just its technical features.

(1) Strongly Disagree - (2) Disagree - (3) Neutral - (4) Agree - (5) Strongly Agree

5. The Proactive Narrative Question:

I proactively create and share a "promotion narrative" for my career, backed by business metrics, at least quarterly (i.e., I don't wait for the annual review cycle).

(1) Strongly Disagree - (2) Disagree - (3) Neutral - (4) Agree - (5) Strongly Agree

Section 3: P2 - PURPOSE (Your Strategic Vision)

Are you setting the direction, or just executing on it?

6. The Strategic Focus Question:

In most senior-level meetings, I spend more time setting the strategic direction than I do reacting to other people's tactical problems.

(1) Strongly Disagree - (2) Disagree - (3) Neutral - (4) Agree - (5) Strongly Agree

7. The Constructive Challenge Question:

I am comfortable (and prepared) to challenge a senior leader's assumption in a meeting, using

data to back up my position.

(1) Strongly Disagree - (2) Disagree - (3) Neutral - (4) Agree - (5) Strongly Agree

8. The 60-Second Vision Question:

I have a clear 18-month vision for my domain that I can articulate in 60 seconds, connecting it directly to the company's 3-year plan.

(1) Strongly Disagree - (2) Disagree - (3) Neutral - (4) Agree - (5) Strongly Agree

Section 4: P4 - PEOPLE (Your Influence & Alliances)

Are you building the high-level relationships required for promotion?

9. The Sponsorship Question:

I have at least one active Sponsor (not just a mentor) who I know is fighting for my promotion in rooms I am not in.

(1) Strongly Disagree - (2) Disagree - (3) Neutral - (4) Agree - (5) Strongly Agree

10. The Strategic Alliances Question:

I spend dedicated, scheduled time each month building strategic alliances with leaders outside my direct function.

(1) Strongly Disagree - (2) Disagree - (3) Neutral - (4) Agree - (5) Strongly Agree

Your Result: The Diagnosis (Total Score out of 50)

(Add up their score and deliver the matching archetype)

If You Scored 10-25: Your Archetype is "The Overlooked Expert"

"Your score reveals a critical blind spot: **Visibility & Narrative**. Your work is elite, but your *narrative* is invisible. You're waiting to be noticed, but executives don't notice—they are *told*. You are likely frustrated, watching less technical peers get promoted because they "play the game" better. It's time to learn the rules."

If You Scored 26-40: Your Archetype is "The Inconsistent Influencer"

"Your score reveals a key blind spot: **Strategic Presence**. You have moments of executive brilliance, but it's not consistent. You have a vision (Purpose) but struggle to project it with authority (Presence), or you build good relationships (People) but don't leverage them into sponsorship. You're seen as a reliable *manager* but not yet as a decisive *executive*."

If You Scored 41-50: Your Archetype is "The Executive Contender"

"Your score shows you are already operating at a high level. Your primary blind spot is **Strategic Scale**. You have the core skills, but now you must scale your influence *systematically*. Your next step isn't about learning new skills; it's about applying them at the C-suite level to secure your path to VP."

Your Next Step: The Prescription

You've found your blind spot. Now, let's build the plan to fix it.

A scorecard can show you the *problem*, but it can't show you the *path*. That requires a personalized 1:1 strategy.

I invite you to book a complimentary **Executive Clarity Call**. This is not a sales pitch. It's a 30-minute, high-intensity strategic coaching session where we will:

1. **Debrief** your 10-question Scorecard results in detail.
2. **Build** a 90-day action plan to close your #1 blind spot.
3. **Define** the *exact* steps to position you for your next promotion.

My 1:1 coaching is for leaders who are serious about their growth. If that's you, let's talk.

[Book My Free Clarity Call Now](#)