



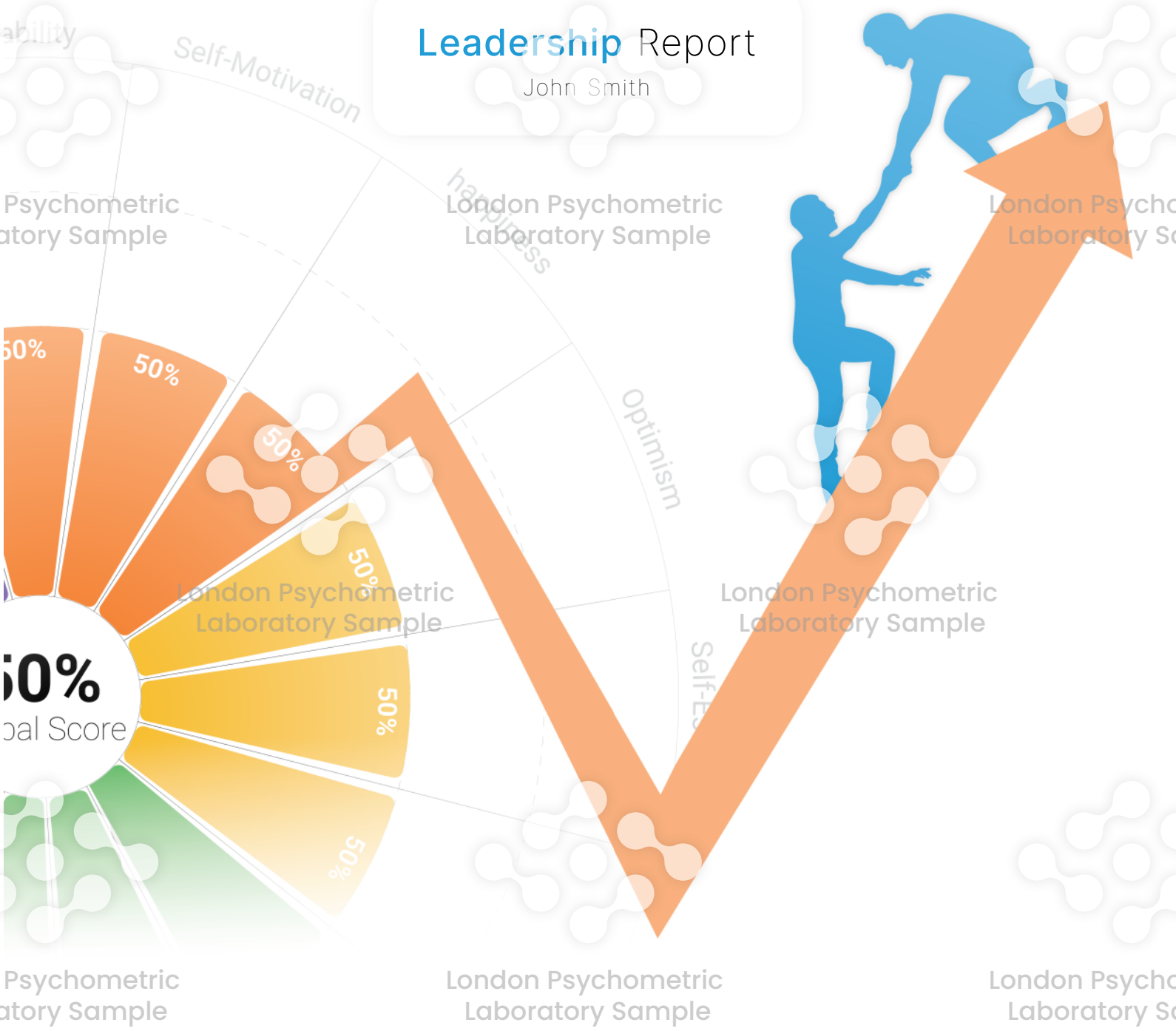
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TEIQue

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Leadership Report

John Smith





Introduction to your TEIQue Report

This TEIQue (Trait Emotional Intelligence Questionnaire) report has been expressly written for leaders, managers, executives as well as anyone aspiring to such positions. The need for this report arises from the special role of these individuals, who have taken responsibility not only for themselves, but for a number of others in the workplace.

Management is about getting things done through other people. However, anyone who is unable to manage himself or herself is able to manage others effectively. Entering into management while being unable to manage oneself leads to what is collectively known as leadership or managerial “derailment”, the results of which are evident in workplaces the world over.

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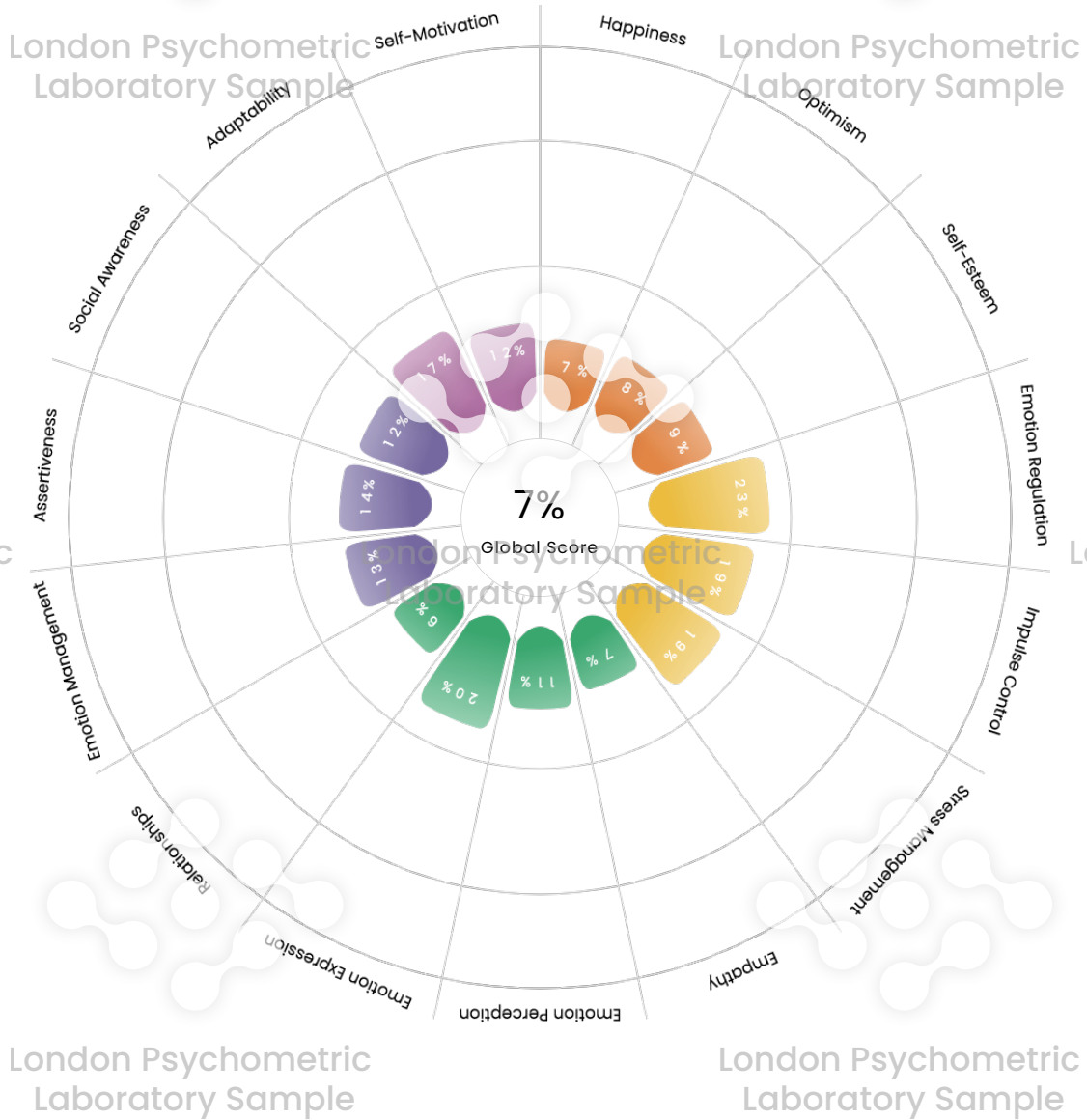
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“Your perceptions create your reality and your self-perceptions create yourself.”

Konstantinos V. Petrides

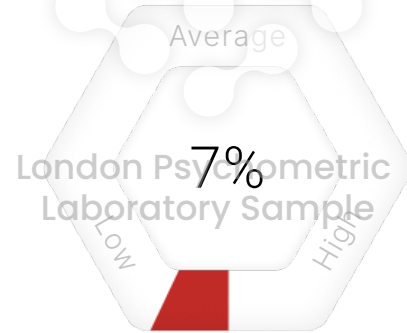


Global Score

The Global Trait EI score provides a snapshot of your general emotional functioning.

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It is an index of your perceptions relating to the understanding, management, and utilisation of emotion-related information in your everyday life. According to Trait Emotional Intelligence theory, these perceptions are completely central and vital because they have a creative influence on your reality and a major impact on your behaviours and achievements. Changing your emotional perceptions directly contributes to changing your life.



Your Global Trait EI score indicates that you may be less satisfied with your ability to understand and manage emotions, while perhaps more likely to experience difficulties in emotional and social contexts. It is important to remember that a low Global Trait EI score has its own advantages, like modesty and unpretentiousness, but also less preoccupation with feelings, and a greater willingness to receive feedback. With the support of coaching and other resources, you have excellent chances to accomplish inner development work. Your TEIQue report presents the detailed profile that yields your particular score on Global Trait EI and this should be carefully considered for a complete understanding.

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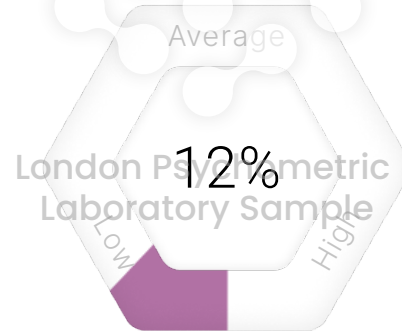
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Self-Motivation

Self-motivation is about inner drive and the extent to which a person is motivated from within, rather than from external rewards. Motivation drives success, although it is worth remembering that the latter is multifaceted and its definition may vary according to age, personal values, cultural norms, etc. We need motivation to keep going in the face of adversity and it is crucial for us to know if our motivation is mainly intrinsic or extrinsic. Motivation stemming from performing an activity for its own sake is known as intrinsic motivation. In contrast, motivation stemming from performing an activity for external rewards – financial, praise, status or for the avoidance of punishment – is known as extrinsic motivation.



Possible Positive

A relaxed approach to work means you are unlikely to set unrealistic expectations for yourself or others. You do not tend to expect perfection in staff and should be able to delegate with ease.

Rather than showing a self-centered drive to succeed, you work toward realistic goals that include others. You are patient and unassuming with a natural understanding of your subordinates' limitations, which you have learned to accommodate over time. Staff and colleagues should feel comfortable around you, especially if you actively value their inputs and performance.

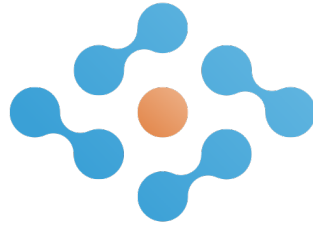
Possible Negative

A low score on Self-motivation suggests you may rely on others to provide you with incentives for action. Rather than striving for success, you may tend to react to failure. You may prefer to work toward easily achievable targets and not push yourself sufficiently to achieve challenging goals. Perhaps you do not take a proactive approach in your work. It is possible that you might circumvent involvement, leave tough decisions to others and avoid demanding projects altogether. Day-to-day responsibilities and challenges may weigh you down.

A lower drive means you may not push yourself or others to complete tasks. This would detract from your ability to motivate and inspire staff to finish projects and attain goals. You may be unaware of or unwilling to harness motivation strategies. Others could view you as apathetic or uninterested in the problems of subordinates and of the organization for which you work. Being potentially content with career opportunities that arise naturally, you may not extend yourself to advance your career to full capacity.



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Reflection of your essence

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Understand the
fundamental forces
guiding your
decisions.



Contrast your
present to your
expectations.

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Commit on a path
through deliberate,
mindful action.

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