Drive for Results

Unskilled

- Doesn’t deliver results consistently
- Doesn’t get things done on time
- Wastes time and resources pursuing non-essentials
- Something always gets in the way—personal disorganization, failure to underestimate time frames, overcoming resistance
- Not bold or committed enough to push it through
- Procrastinates around whatever gets in his/her way
- Doesn’t go all out to complete tasks
- Does the least to get by

Skilled

- Can be counted on to exceed goals successfully
- Is constantly and consistently one of the top performers
- Very bottom-line oriented
- Steadfastly pushes self and others for results