

The QO₂TM Profile



The Opportunities – Obstacles Quotient (QO₂TM) Profile is a unique tool that determines the balance of effort people put into seeing opportunities and obstacles and therefore how they are likely to approach risk.

The QO₂TM Profile provides personalised feedback on how an individual responds to new situations and change, solve problems, focus on goals and, how they view time.

The Risk-Orientation model is the basis of the QO₂TM concept. This model provides individuals and leaders with an appreciation of people's approach to risk and how this will affect the way they innovate and cope with change. The Profile tells you why some people:

- Are threatened by change and others energised by it
- Only focus on the future or won't let go of the past
- Can see many solutions to a problem and others only one
- Assume the best and others assume the worst
- Are goal oriented and others aren't

Answering these questions allows leaders to effectively market and manage change programmes, cultural transformations and downsizing processes, among other projects.

The QO₂TM allows leaders to improve decision making, problem solving and goal clarification and thus ultimately, their competitive advantage.

Online Profile and QO₂TM Hub



The questionnaire takes approximately 15 - 20 minutes to complete and is completed online. Once complete, learners are provided with their results instantly via the QO₂TM Hub.

Included with the QO₂TM Profile is the QO₂TM Development Guide, which is used, in conjunction with the QO₂TM Hub as a personal development tool, to facilitate positive growth and development.

The QO₂TM Hub offers participants a unique way of engaging and interacting with their Profile results and allows the feedback experience for each individual to be personal and meaningful.

"The QO₂TM is a powerful tool in helping team members understand others approach to risk taking and openness to new ideas. When selecting climbing partners, QO₂TM really comes to the fore especially when one climber has a 1.5 and his climbing buddy is a 5.4 as actually happened on the summit bid for Everest."

Bob Killip & Zac Zaharias, Everest Expedition 2001

Applications

- Leadership and Management Development
- Risk Management
- Change Management
- Performance and Conflict Management
- Innovation/Creativity Workshops
- Executive Coaching

Benefits

- Practical data on individual goal achievement
- Unique insights into how to market and manage change
- Information on how to improve decision-making and problem solving at work
- Focus on innovation