

# QO<sub>2</sub><sup>TM</sup> Opportunities-Obstacles Profile



*The Opportunities – Obstacles Quotient (QO<sub>2</sub><sup>TM</sup>) 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 QO<sub>2</sub><sup>TM</sup> 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 QO<sub>2</sub><sup>TM</sup> 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 QO<sub>2</sub><sup>TM</sup> allows leaders to improve decision making, problem solving and goal clarification and thus ultimately, their competitive advantage.

## Online Profile and QO<sub>2</sub><sup>TM</sup> 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 QO<sub>2</sub><sup>TM</sup> Hub.

Included with the QO<sub>2</sub><sup>TM</sup> Profile is the QO<sub>2</sub><sup>TM</sup> Development Guide, which is used, in conjunction with the QO<sub>2</sub><sup>TM</sup> Hub as a personal development tool, to facilitate positive growth and development.

The QO<sub>2</sub><sup>TM</sup> 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 QO<sub>2</sub><sup>TM</sup> is a powerful tool in helping team members understand others approach to risk taking and openness to new ideas. When selecting climbing partners, QO<sub>2</sub><sup>TM</sup> 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

For more information, please contact **TMS**

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