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*“Changing the World and the Future”*

# **Entrepreneur Analysis**

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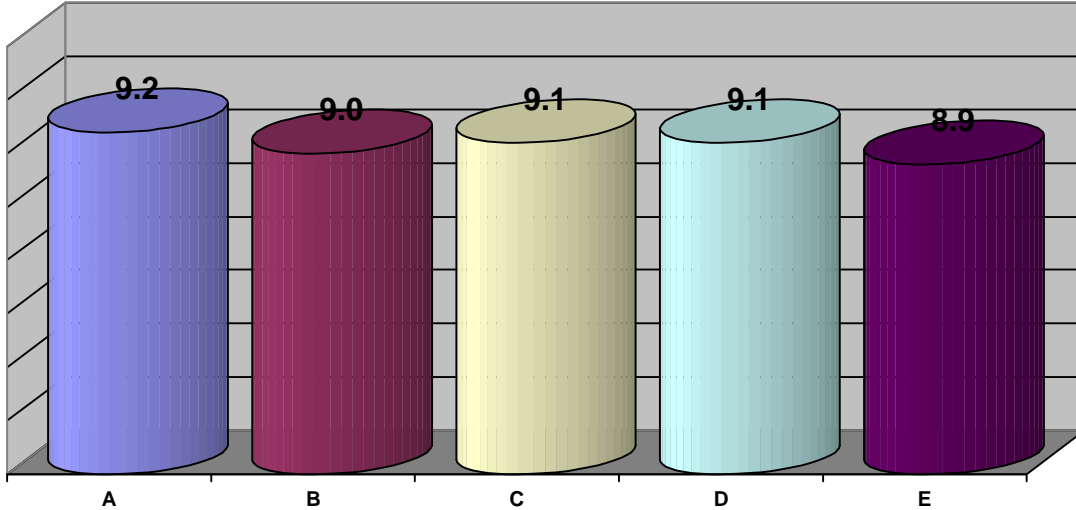
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## Entrepreneur Analysis

### GLOBAL GRAPH



<b>Low Risk</b>	<b>8.8 to 10.0</b>
<b>Situational Risk</b>	<b>8.5 to 8.79</b>
<b>Conditional Risk</b>	<b>8.2 to 8.49</b>
<b>Real Risk</b>	<b>6.0 to 8.19</b>

**A) Knows What To Do(9.2)** -- This section measures the ability to clearly and correctly see what is important and needs attention.

**B) Knows How To Do It(9.0)** -- This section measures the ability to develop ideas, techniques, and solutions for getting things done.

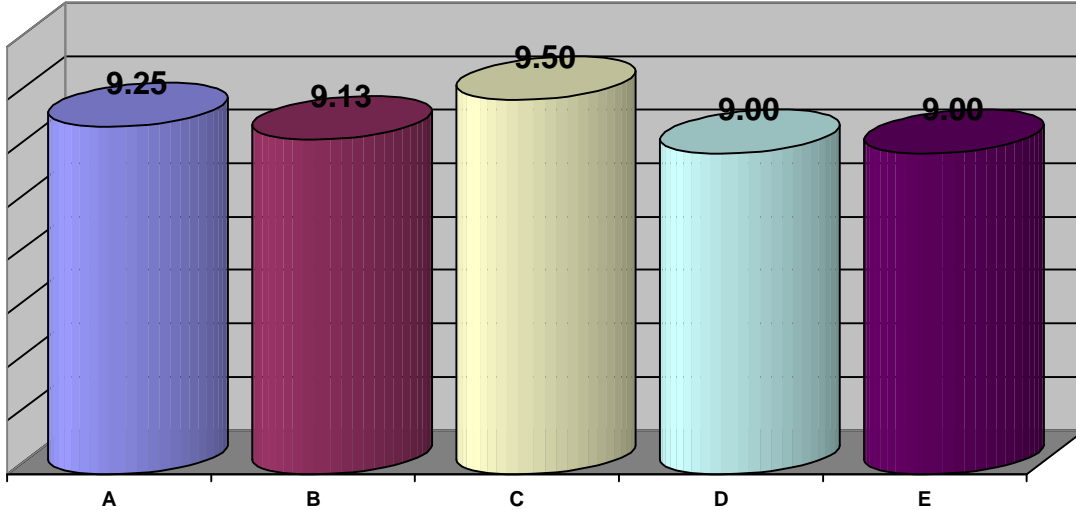
**C) Planning And Organizing(9.1)** -- This section measures the ability to develop plans and strategies for focusing and measuring the success of actions.

**D) Gets Things Done(9.1)** -- This section measures the capacity to focus energy, stay on track, and get things done effectively and efficiently.

**E) Works Through Others(8.9)** -- This section measures the ability to develop, motivate, focus, and monitor others.

## Entrepreneur Analysis

### KNOWS WHAT TO DO



<b>Low Risk</b>	<b>8.8 to 10.0</b>
<b>Situational Risk</b>	<b>8.5 to 8.79</b>
<b>Conditional Risk</b>	<b>8.2 to 8.49</b>
<b>Real Risk</b>	<b>6.0 to 8.19</b>

**A) Intuitive Insight(9.25)** -- The ability to rely on intuitive feelings and 'gut' instincts when making decisions about others.

**B) Seeing The Big Picture(9.13)** -- This capacity measures the ability to not only see all of the pieces and angles of the picture, but also the ability to see how the pieces fit together to make a whole.

**C) Common Sense Thinking(9.50)** -- The ability to use one's practical thinking ability to see and understand what is happening.

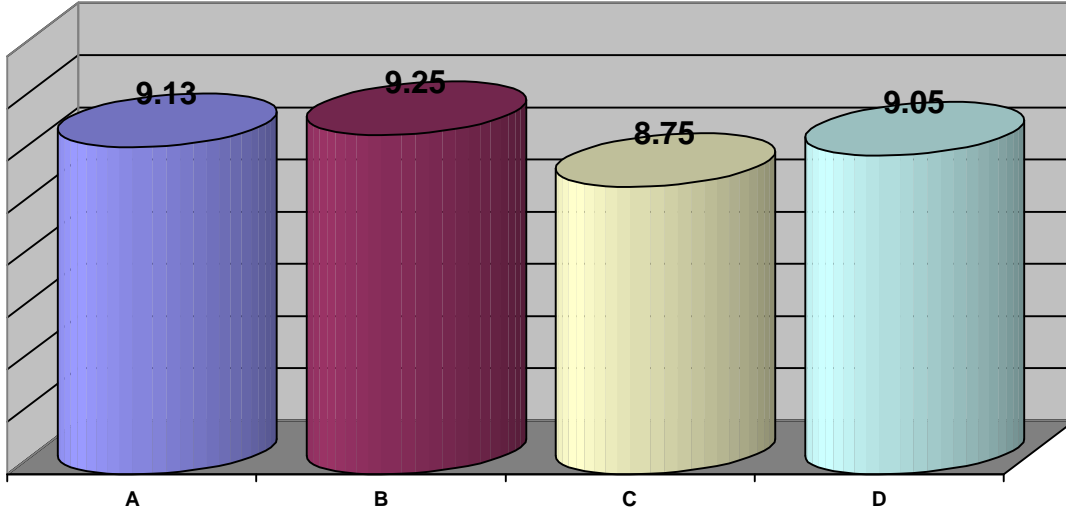
**D) Long Term Goal Assessment(9.00)** -- The ability to project a goal into the future and understand not only future consequences but also see how to plan to attain their goals.

**E) Proactive Thinking Ability(9.00)** -- The ability to plan for consequences of actions and decisions rather than reacting to crises.

**KNOWS WHAT TO DO:** These capacities measure the ability to decide which issues are relevant and need attention from an intuitive, practical, conceptual, and analytical perspective.

## Entrepreneur Analysis

### KNOWS HOW TO DO IT



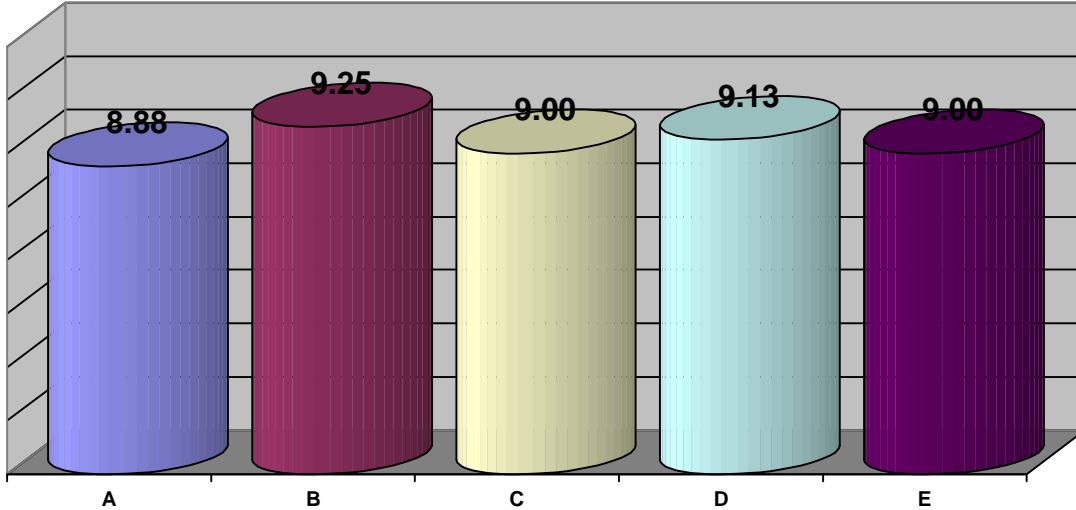
<b>Low Risk</b>	<b>8.8 to 10.0</b>
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<b>Real Risk</b>	<b>6.0 to 8.19</b>

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|---|
| <b>A) Evaluating What Needs To Be Done(9.13)</b> -- The ability to identify problems and critical issues, to size up what needs to be done and what can be done in an effective manner. |
| <b>B) Attention To Concrete Detail(9.25)</b> -- The ability to clearly see and pay attention to flaws in things, people and situations.   |
| <b>C) Doing Things Right(8.75)</b> -- This component measures one's insistence on doing things right.   |
| <b>D) Meeting Schedules/Deadlines(9.05)</b> -- The ability to pay attention to and insist on doing things right.  |

**KNOWS HOW TO DO IT:** These capacities measure a person's ability to see what needs to be done, who needs to do the work, and how things need to be done.

## Entrepreneur Analysis

### PLANNING AND ORGANIZING



<b>Low Risk</b>	<b>8.8 to 10.0</b>
<b>Situational Risk</b>	<b>8.5 to 8.79</b>
<b>Conditional Risk</b>	<b>8.2 to 8.49</b>
<b>Real Risk</b>	<b>6.0 to 8.19</b>

**A) Attention To Planning(8.88)** -- The ability to keep one's focus and attention on planning details and activities.

**B) Short Range Planning(9.25)** -- The ability to set tactical goals and plans which are designed to handle concrete, immediate situational objectives.

**C) Long Range Planning(9.00)** -- The ability to see long range goals and to design plans and strategies for attaining these goals.

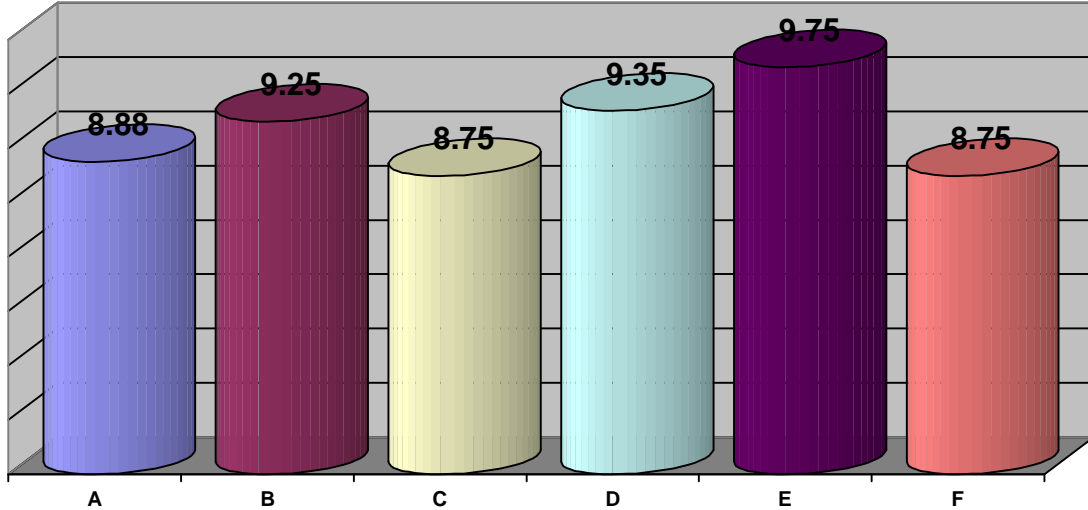
**D) Concrete Organization(9.13)** -- The ability to see the immediate, concrete needs of a situation and to set an action plan for meeting these needs.

**E) Conceptual Organization(9.00)** -- The ability to see the long range needs and implications of a situation and to build a plan for meeting these needs.

**PLANNING AND ORGANIZING:** These capacities identify the short range and long range needs and implications of a situation, to set goals which are realistic and to develop plans of action which attain these goals in an effective and efficient manner.

## Entrepreneur Analysis

### GETS THINGS DONE



<b>Low Risk</b>	<b>8.8 to 10.0</b>
<b>Situational Risk</b>	<b>8.5 to 8.79</b>
<b>Conditional Risk</b>	<b>8.2 to 8.49</b>
<b>Real Risk</b>	<b>6.0 to 8.19</b>

**A) Goal Directedness(8.88)** -- The ability to be excited about and committed to goals, to marshal energy to push toward attainment of goals.

**B) Results Oriented(9.25)** -- The ability to pay attention to the achievement of results and to decide to what extent attaining results is a major factor pushing one to action.

**C) Self Confidence(8.75)** -- The ability to develop and maintain inner strength based on the belief that one will succeed.

**D) Self Attitude(9.35)** -- The ability to utilize a positive self attitude as a source for drive, motivation and as a major means of pushing one to action.

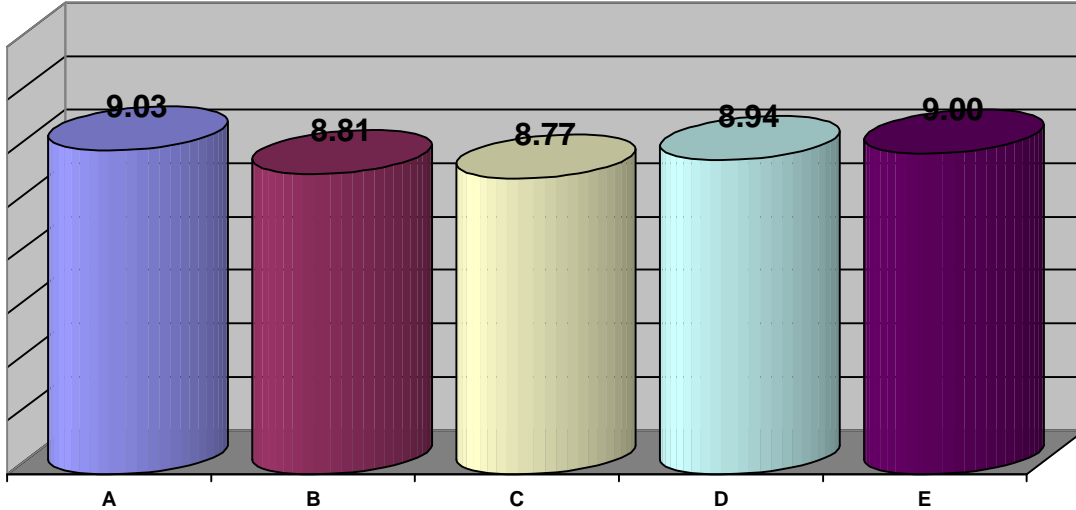
**E) Persistence(9.75)** -- The ability of an individual to maintain direction in spite of obstacles and to stay on target regardless of circumstances.

**F) Consistency(8.75)** -- The ability to maintain a sense of constancy and continuity in one's actions, to be reliable in the transfer of thinking to action.

**GETS THINGS DONE: These capacities measure the ability to marshal energy to attain self goals as well as the ability of be persistent and consistent.**

## Entrepreneur Analysis

### WORKS THROUGH OTHERS



Low Risk	8.8 to 10.0
Situational Risk	8.5 to 8.79
Conditional Risk	8.2 to 8.49
Real Risk	6.0 to 8.19

**A) Insight Into Others(9.03)** -- The ability to see and understand the needs and interests of others, to identify and relate with the concerns of others.

**B) Attitude Toward Others(8.81)** -- The ability to maintain tolerance, be positive and remain objective in interactions with others.

**C) Relating With Others(8.77)** -- The ability to coordinate knowledge of others into action, to get along with others, and to develop and maintain open, positive relationships.

**D) Listening To Others(8.94)** -- The ability to listen to another point of view without imposing personal biases, standards and expectations.

**E) Talking At The Right Time(9.00)** -- The ability to know what to say, how to say it, and when to speak.

**WORKS THROUGH OTHERS:** These capacities measure the ability to see and appreciate the needs and interests of others and to deal with others in a concerned but objective manner.

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***Entrepreneur Analysis***  
**DEVELOPMENT COMMENTS**  
**KNOWS WHAT TO DO**

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**Intuitive Insight:(Knows What To Do)**

**Strength**

You have a well developed ability for intuitive thinking giving you the capacity for identifying a fruitful direction or a potential problem area by the strength of your inner, gut feelings and instincts about what is right or wrong.

**Seeing The Big Picture:(Knows What To Do)**

**Strength**

You have the ability to see all of the pieces and angles of a picture, and at the same time, understand how all of these pieces fit together to form a total picture. You have the ability to understand how the parts of a puzzle can be fit together to form the puzzle itself.

**Common Sense Thinking:(Knows What To Do)**

**Strength**

You have the ability to see and pay attention to things in a practical, common sense way giving you the ability to see and understand what needs to be done and to understand how to get things done in a practical way. You tend to be 'now' oriented and to stay focused on the need for results and immediate action.

**Long Term Goal Assessment:(Knows What To Do)**

**Strength**

You not only have the ability to identify fruitful goals but also have the ability to see and understand the effects and consequences of goals and plans. You are extremely concerned about making certain that things work out as they should; therefore, you tend to pay attention to goal setting and long range thinking.

**Proactive, Conceptual Thinking:(Knows What To Do)**

**Strength**

You have a strong need to make certain that things work out according to plans and expectations and as a result you both understand the value of proactive thinking and planning and will focus time and energy on identifying and understanding the consequences of your ideas and plans.



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***Entrepreneur Analysis***  
**DEVELOPMENT COMMENTS**  
**KNOWS HOW TO DO IT**

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**Evaluating What Needs To Be Done:(Knows How To Do It)**

**Strength**

You have an excellent ability for sizing up situations, for identifying problems especially in difficult or confusing situations and for generating constructive alternatives for resolving problems. This ability is a combination of practical, common sense thinking and conceptual, analytical thinking ability.

**Attention To Concrete Detail:(Knows How To Do It)**

**Strength**

Your perfectionistic drive and analytical thinking ability as well as your strong concentration on doing things right will likely build a compulsion for focusing on concrete, practical situations until you are able to translate your expectations into decisions and actions.

**Doing Things Right:(Knows How To Do It)**

**Development Area**

Your stubborn and rigid insistence that things have to be done right can cause you to set unrealistic standards, to be out of touch with what is happening around you and to be impatient with a world that will not or cannot live up. Seek help from others to evaluate the practicality and relevance of your expectations.

**Meeting Schedules And Deadlines:(Organizational Attitudes)**

**Strength**

Your strong sense of perfectionism both about what is right for you and about what is right for the world around you generates an approach to schedules and deadlines which is based on preset, preorganized plans and programs. You have a well developed capacity for turning timetables into expectations and standards for actions and decisions.

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***Entrepreneur Analysis***  
**DEVELOPMENT COMMENTS**  
**PLANNING AND ORGANIZING**

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**Attention To Planning:(Planning and Organizing)**

**Strength**

You have a perfectionistic need to make certain that things are organized and structured according to a preorganized plan or strategy and this need combined with your attention to conceptual, analytical thinking and planning creates a positive, proactive attitude toward planning activities.

**Short Range Planning:(Planning and Organizing)**

**Strength**

You have the ability to pay attention to what needs immediate attention in your current situation and to translate these practical needs into a plan and strategy. Moreover, you will develop and maintain strong commitment to carrying out your plans according to your specifications and expectations.

**Long Range Planning:(Planning and Organizing)**

**Development Area**

Your strong sense of perfectionism can lead you be idealistic and rigid in your thinking. As a result, you tend to set unrealistic long term goals and to stubbornly insist that they be carried out regardless of consequences. Seek advice from others to test the relevance and practicality of your thinking and planning.

**Concrete Organization:(Planning and Organizing)**

**Strength**

A combination of your need for things to work according to preset plans and strategies and your capacity for conceptual thinking and planning gives you the ability to develop a plan for organizing your current environment and the willingness to spend the time and energy carrying out organizational tasks.

**Conceptual Organization:(Planning and Organizing)**

**Strength**

You have a very strong need for planning and organizing things according to a preorganized plan or strategy and this need combined with your capacity for conceptual and analytical thinking and planning builds both the ability to see and focus your energy on conceptual organization.

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***Entrepreneur Analysis***  
**DEVELOPMENT COMMENTS**  
**GETS THINGS DONE**

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**Goal Directedness:(Gets Things Done)**

**Strength**

Your self perfectionism and idealism combined with keen appreciation for structured, analytical thinking generates strong drive toward your personal goals and objectives and commitment to the goals and objectives which you adopt from organizational or other sources.

**Results Oriented:(Gets Things Done)**

**Strength**

You have a strong need to create practical, pragmatic results and this need combined with your overall practical problem solving ability and attentiveness to practical, pragmatic values generates a strong drive center which will propel you toward your immediate circumstances.

**Self Confidence:(Gets Things Done)**

**Development Area**

You tend to pay too much attention to image and role responsibilities. As a result, you tend to overestimate either your ability to perform or what you can gain from your achievements. In either case you are likely to overlook your mistakes.

**Self Attitude:(Gets Things Done)**

**Strength**

You have a very dynamic, positive overall attitude which can overcome any temporary feelings of anxiety, despair or negative expectations and can generate a strong expectation that the best is possible for you. This sense of overall optimism can serve as a beacon to keep you pushing ahead and on track especially in difficult situations.

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***Entrepreneur Analysis***  
**DEVELOPMENT COMMENTS**  
**GETS THINGS DONE**

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**Persistence:(Gets Things Done)**

**Strength**

Your strong commitment to your inner ideals, your personal goals and beliefs about the future and your sense of what is right provides a compulsive need to push ahead and will also act as a beacon to keep you on track in difficult and confusing situations.

**Consistency:(Gets Things Done)**

**Development Area**

You have strong confidence about what you can do which leads to a sense of comfort and acceptance with your current circumstances. This comfort and confidence may be based on false or unrealistic feelings and can inhibit your ability to decide and act. Take time to examine priorities to make certain you are concentrating on what needs attention.

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***Entrepreneur Analysis***  
**DEVELOPMENT COMMENTS**  
**WORKS THROUGH OTHERS**

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**Insight Into Others:(Works Through Others)**

**Strength**

You have very keen insight into others which gives you the ability to evaluate their potential for both good and bad, to functionally evaluate the ability of others to perform, to see opportunities for development with others which are good for you and for them, and to be aware of the needs and concerns of others.

**Attitude Toward Others:(Works Through Others)**

**Strength**

You have the ability to objectively and realistically evaluate both the positive and negative potential of others and as a result will likely maintain a cautiously optimistic, discrete attitude which recognizes the worth of others but maintains a cautious distance from others.

**Relating With Others:(Works Through Others)**

**Development Area**

You tend to very selective about who deserves your time and attention, measuring others critically against expectations and standards. As a result, you may spend too much time and energy with individuals of high social profile and overlook or be indifferent to those who do not measure up to your expectations.

**Listening To Others:(Works Through Others)**

**Strength**

You have the ability to see and understand viewpoints which are either uninteresting to you or are contrary to your own and you are likely to set as a priority developing a willingness to allow others to make their point; however, you are likely to readily critique viewpoints especially if they do not match your expectations and standards.

**Talking At The Right Time:(Works Through Others)**

**Strength**

You have the ability to correctly and immediately identify both what is the correct or appropriate response and when the time is right to make your point. Moreover, you have a strong commitment to what you believe is right which will give you the confidence and assurance to say what you believe you need to say.