Leadership Practices Inventory JAMES M. KOUZES & BARRY Z. POSNER

Self Report

Prepared for Jane Doe | September 11, 2020

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CONTENTS

The Five Practices of Exemplary Leadership ${}^{\ensuremath{\mathbb{R}}}$
The Five Practices Bar Graphs 2
Leadership Behaviors Ranking 3
Model the Way Bar Graphs 4
Inspire a Shared Vision Bar Graphs 6
Challenge the Process Bar Graphs
Enable Others to Act Bar Graphs
Encourage the Heart Bar Graphs 12
Percentile Ranking 14



The Five Practices of Exemplary Leadership $^{\ensuremath{\mathbb{R}}}$

Created by James M. Kouzes and Barry Z. Posner in the early 1980s and first identified in their internationally best-selling book, *The Leadership Challenge*, The Five Practices of Exemplary Leadership approaches leadership as a measurable, learnable, and teachable set of behaviors. After conducting hundreds of interviews, reviewing thousands of case studies, and analyzing more than two million survey questionnaires to understand those times when leaders performed at their personal best, there emerged five practices common to making extraordinary things happen. The Five Practices are:



The Leadership Practices Inventory (LPI) instrument is an essential tool to help you gain perspective into how you see yourself as a leader and what actions you can take to improve your use of the Five Practices, which research has demonstrated, year after year, make for more effective leaders.

ABOUT YOUR LPI REPORT

The LPI measures the frequency of 30 specific leadership behaviors on a 10-point scale, with six behavioral statements for each of The Five Practices. You rated how frequently you engage in each of these important behaviors associated with The Five Practices. The response scale is:

	1-Almost Never	3-Seldom	5-Occasionally	7-Fairly Often	9-Very Frequently
RESPONSE SCALE	2-Rarely	4-Once in a While	6-Sometimes	8-Usually	10-Almost always

In the following report pages, you'll see your responses presented in various manners.

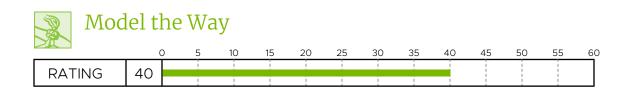


60

60

The Five Practices Bar Graphs

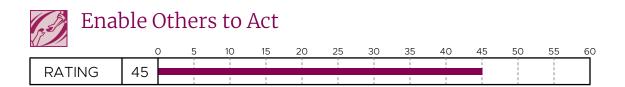
These bar graphs, one for each leadership Practice, provide a graphic representation of your total rating. Total responses can range from 6 to 60, which represents adding up the response score (from 1—Almost Never to 10—Almost Always) for each of the six behavioral statements related to the Practice.



Inspire a Shared Vision

		C) i	5 1	0 1	52	0 2	5 3	0 3	5 4	0 4	5 5	0 5	5 60
ſ														
	RATING	38						i						
- L														

Challenge the Process 0 5 10 15 20 25 30 35 40 45 50 55 RATING 39 1



Encourage the Heart 0 5 10 15 20 25 30 35 40 45 50 55 RATING 40</td



Leadership Behaviors Ranking

This page shows the ranking, from most frequent to least frequent, of all 30 leadership behaviors based on your self-rating. Horizontal lines separate the 10 most and the 10 least frequent behaviors from the middle 10. The response scale runs from 1—Almost Never to 10—Almost Always.

ľ	MOST FREQUENT	LEADERSHIP PRACTICE	RATING
11.	I follow through on the promises and commitments that I make	Model	9
12.	I appeal to others to share an exciting dream of the future	Inspire	9
20.	I publicly recognize people who exemplify commitment to shared values	Encourage	9
28.	I take initiative in anticipating and responding to change	Challenge	9
29.	I ensure that people grow in their jobs by learning new skills and developing themselves	Enable	9
4.	I develop cooperative relationships among the people I work with	Enable	8
8.	I challenge people to try out new and innovative ways to do their work	Challenge	8
14.	I treat others with dignity and respect	Enable	8
18.	I ask "What can we learn?" when things do not go as expected	Challenge	8
19.	I involve people in the decisions that directly impact their job performance	Enable	8
26.	I am clear about my philosophy of leadership	Model	8
27.	I speak with genuine conviction about the higher meaning and purpose of our work	Inspire	8
1.	I set a personal example of what I expect of others	Model	7
7.	I describe a compelling image of what our future could be like	Inspire	7
10.	I make it a point to let people know about my confidence in their abilities	Encourage	7
30.	I get personally involved in recognizing people and celebrating accomplishments	Encourage	7
2.	I talk about future trends that will influence how our work gets done	Inspire	6
5.	I praise people for a job well done	Encourage	6
6.	I make certain that people adhere to the principles and standards that have been agreed upon	Model	6
9.	I actively listen to diverse points of view	Enable	6
16.	l ask for feedback on how my actions affect other people's performance	Model	6
24.	I give people a great deal of freedom and choice in deciding how to do their work	Enable	6
25.	I tell stories of encouragement about the good work of others	Encourage	6
3.	I seek out challenging opportunities that test my own skills and abilities	Challenge	5
15.	I make sure that people are creatively recognized for their contributions to the success of our projects	Encourage	5
22.	I paint the "big picture" of what we aspire to accomplish	Inspire	5
23.	l identify measurable milestones that keep projects moving forward	Challenge	5
13.	I actively search for innovative ways to improve what we do	Challenge	4
21.	I build consensus around a common set of values for running our organization	Model	4
17.	I show others how their long-term interests can be realized by enlisting in a common vision	Inspire	3

LEAST FREQUENT

	1-Almost Never	3-Seldom	5-Occasionally	7-Fairly Often	9-Very Frequently
RESPONSE SCALE	2-Rarely	4-Once in a While	6-Sometimes	8-Usually	10-Almost always





Model the Way Bar Graphs

- Clarify values by finding your voice and affirming shared values
- Set the example by aligning actions with shared values

The set of bar graphs for each of the six leadership behaviors related to this Practice provides a graphic representation of your responses for that behavior. Responses can range from 1–Almost Never to 10–Almost Always.

			0	1	2	3	4	5	6	7	8	9	1
•	Sets a personal example of what he/ she expects of others	RATING	7										
			0	1	2	3	4	5	6	7	8	9	1
•	Makes certain that people adhere to the principles and standards that	RATING	6										
	have been agreed upon												
			0	1	2	3	4	5	6	7	8	9	1
1.	Follows through on promises and commitments he/she makes	RATING	9										
			0	1	2	3	4	5	6	7	8	9	1
5.	Asks for feedback on how his/her actions affect other people's	RATING	6										
16.	actions affect other people's performance												
			0	1	2	3	4	5	6	7	8	9	
1.	Builds consensus around a common set of values for running our	RATING	4			1							
	organization												
			0	1	2	3	4	5	6	7	8	9	
6.	Is clear about his/her philosophy of leadership	RATING	8										

	1-Almost Never	3-Seldom	5-Occasionally	7-Fairly Often	9-Very Frequently
RESPONSE SCALE	2-Rarely	4-Once in a While	6-Sometimes	8-Usually	10-Almost always



What is your immediate reaction to viewing your Model the Way ratings? Why?

Please describe anything in your Model the Way ratings that is confusing or contradictory:

(Remember to review your Leadership Behaviors Ranking page to consider the individual behaviors that relate to this practice.)

Suggestions for Becoming a Better Leader

- At the end of every day, ask yourself, "What have I done today that demonstrated one of my key values? What have i
 done today that might have sent the signal that I wasn't committed to the key value? What can i do tomorrow to live out a
 key value?
- 2. Answer the question, "What are the values that should guide my decisions and actions?"
- 3. Do something dramatic to demonstrate your commitment to a team value. For instance, if customer service is a value, spend a day answering the phones in the call center, working behind the counter at a store, or visiting customers at their locations.



SELF

LEADERSHIP PRACTICES INVENTORY

Inspire a Shared Vision Bar Graphs

Envision the future by imagining exciting and ennobling possibilities

Enlist others in a common vision by appealing to shared aspirations

The set of bar graphs for each of the six leadership behaviors related to this Practice provides a graphic representation of your responses for that behavior. Responses can range from 1–Almost Never to 10–Almost Always.

			(C	1	2	3	4	5	6	7	8	9	10
2.	Talks about future trends that will	RATING	6				ļ				1	1	1	
	influence how our work gets done	RATING	0		1	1	1	!	1					
) 	1	2	3	4	5	6	7	8	9	10
7.	Describes a compelling image of what our future could be like	RATING	7		!	1						1		
					1	2	3	4	5	6	7	8	9	10
17	Appeals to others to share an exciting)					Ť
12.	Appeals to others to share an exciting dream of the future	RATING	9		1	1	1	1	I I	I	l	1		
17.	Shows others how their long-term interests can be realized by enlisting in a common vision	RATING	3	0	1	2	3	4	5	6	7	8	9	10
					1	2	3	4	5	6	7	8	9	10
22	Paints the "big picture" of what we	RATING	5		1		Ĩ							
	aspire to accomplish	RATING	5		1	1	I	1			1		 	
				2]	1	2	3	4	5	6	7	8	9	10
27.	Speaks with genuine conviction about the higher meaning and purpose of our work	RATING	8		1	1							 	
F	1-Almost Never	3-Seldo	om			5-Occa	sionally	7	7-Fairly	Often	9-\	/ery Fre	quently	
	2-Rarely	4-Once	in a	While		6-Some	etimes	8	8-Usually	J	10-	Almost a	always	

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4-Once in a While

6-Sometimes

8-Usually

2-Rarely

10-Almost always



What is your immediate reaction to viewing your Inspire a Shared Vision ratings? Why?

Please describe anything in your Inspire a Shared Vision ratings that is confusing or contradictory:

(Remember to review your Leadership Behaviors Ranking page to consider the individual behaviors that relate to this practice.)

Suggestions for Becoming a Better Leader

- Become a Futurist. Join the World Futures Society. Read American Demographics or other magazines about future trends. Use the Internet to find a "futures" conference that you can attend. Make a list of what reputable people are predicting will happen in the next ten years.
- 2. Every week interview one of your constituents—a direct report, peer, manager, or customer—and ask, "What are your aspirations for the future?"
- 3. Be positive, upbeat and energetic when talking about the future of your team and organization.





Challenge the Process Bar Graphs

Search for opportunities by seizing the initiative and by looking outward for innovative ways to improve

Experiment and take risks by consistently generating small wins and learning from experience

The set of bar graphs for each of the six leadership behaviors related to this Practice provides a graphic representation of your responses for that behavior. Responses can range from 1–Almost Never to 10–Almost Always.

			0	1	2	3	4	5	6	7	8	9	10
3.	Seeks out challenging opportunities	RATING	5										
	that test his/her own skills and				1	1						1	
	abilities												
			0	1	2	3	4	5	6	7	8	9	1(
8.	Challenges people to try out new and	RATING	8				1			1		1	
	innovative ways to do their work	KAING	Ů	1	I	I	1	1	ļ	l			
			0	1	2	3	4	5	6	7	8	9	1
3.	Actively searches for innovative ways	RATING	4										
	to improve what we do				1		1		1	1			
			0	1	2	3	4	5	6	7	8	9	1
.8	Asks "What can we learn?" when	RATING	8										
	things don't go as expected	L	II							i	i		
				1		2							1
	Idoutifica managementle milester og thet		0	1	2	3	4	5	6	7	8	9	1
23.	Identifies measurable milestones that keep projects moving forward	RATING	5	1	!		1						
	heep projects moving forward												
			0	1	2	3	4	5	6	7	8	9	1
20	Takes initiative in anticipating and				2	5	-						
.0.	responding to change	RATING	9	1	1	l	1	1	1	1	l.		
_													
	1-Almost Never	3-Seldo	m		5-000	asionally		7-Fairly	Often	9-1	/ery Fre	auently	,
R	ESPONSE SCALE		hin a While	2		atimas		R-I Isuall			Almost :		

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4-Once in a While

6-Sometimes

8-Usually

2-Rarely

SELF REPORT

10-Almost always



What is your immediate reaction to viewing your Challenge the Process ratings? Why?

Please describe anything in your Challenge the Process ratings that is confusing or contradictory:

(Remember to review your Leadership Behaviors Ranking page to consider the individual behaviors that relate to this practice.)

Suggestions for Becoming a Better Leader

- 1. At least once a month, set aside time to think about what challenging opportunities-new experiences, job assignments, tasks- you could seek to test your skills and abilities. Look for opportunities for tough assignments.
- 2. At least once a month, identify something you can do to challenge the way things are done—the status quo—at work. For example, think about what product or process innovations would help your organization improve. Then take the initiative to make change happen.
- 3. Once a week at a regular meeting, ask each team member to answer this question: "What have you done in the last week to improve so that you are better this week than you were a week ago?"



SELF

LEADERSHIP PRACTICES INVENTORY

Enable Others to Act Bar Graphs

- Foster collaboration by building trust and facilitating relationships
 - Strengthen others by increasing self-determination and developing competence

The set of bar graphs for each of the six leadership behaviors related to this Practice provides a graphic representation of your responses for that behavior. Responses can range from 1–Almost Never to 10–Almost Always.

				0	1	2	3	4	5	6	7	8	9	10
4.	Develops cooperativ	e relationships	RATING	8						1				
	among the people he	e/she works with	L	1 1		i				i			i]
				0	1	2	3	4	5	6	7	8	9	10
9.	Actively listens to div view	verse points of	RATING	6	1	1	1							
				0	1	2	3	4	5	6	7	8	9	10
14.	Treats people with d respect	ignity and	RATING	8									-	
	respect				•	·		·						
				0	1	2	3	4	5	6	7	8	9	10
19.	Involves people in the directly impact their	e decisions that	RATING	8										
		, F												
				0	1	2	3	4	5	6	7	8	9	10
24.	Gives people a great	deal of freedom	RATING	6				i					-	
	and choice in decidir work	ng how to do their			1	1	1	1	1					
				0	1	2	3	4	5	6	7	8	9	10
29.	Ensures that people	grow in their jobs	RATING	9							į			
	by learning new skill themselves	ls and developing	L		1	1]
		1-Almost Never	3-Seldo	om		5-Occa	asionally	/	7-Fairly	Often	9-\	/ery Fre	quently	/
I F	RESPONSE SCALE	2-Rarely	1 0 0 0 0	e in a Wh		C C	etimes		8-Usuall		10	A	always	



What is your immediate reaction to viewing your Enable Others to Act ratings? Why?

Please describe anything in your Enable Others to Act ratings that is confusing or contradictory:

(Remember to review your Leadership Behaviors Ranking page to consider the individual behaviors that relate to this practice.)

Suggestions for Becoming a Better Leader

- 1. Think about the ways in which projects are planned and decisions made in your organization. Then come up with several actions you can take to involve others in the planning and decision-making process.
- 2. Before every interaction, regardless of length, ask yourself this question: "What can I do in this interaction to make this person (or persons) feel more capable and powerful?"
- 3. Talk one-on-one with your team members to find out what kind of support and coaching they would like from you and what training opportunities they need. Find ways to connect people to the resources they need—other people, materials, funding, training, information, and so on.



SELF

LEADERSHIP PRACTICES INVENTORY

Encourage the Heart Bar Graphs

Recognize contributions by showing appreciation for individual excellence

Celebrate the values and victories by creating a spirit of community

The set of bar graphs for each of the six leadership behaviors related to this Practice provides a graphic representation of your responses for that behavior. Responses can range from 1–Almost Never to 10–Almost Always.

			(C	1	2	3	4	5	6	7	8	9	1(
5.	Praises people for a job well done	RATING	6											
0.	Makes it a point to let people know about his/her confidence in their abilities	RATING	(7	2	1	2	3	4	5	6	7	8	9	
5.	Makes sure that people are creatively recognized for their contributions to the success of our projects	RATING	5	0	1	2	3	4	5	6	7	8	9	
20.	Publicly recognizes people who exemplify commitment to shared values	RATING	9		1	2	3	4	5	6	7	8	9	
25.	Tells stories of encouragement about the good work of others	RATING	6		1	2	3	4	5	6	7	8	9	
;0.	Gets personally involved in recognizing people and celebrating accomplishments	RATING	7	0	1	2	3	4	5	6	7	8	9	
_	RESPONSE SCALE	3-Seldo	om			5-Occa	asionally	, ,	7-Fairly	Often	9-\	/ery Fre	quently	/

4-Once in a While

6-Sometimes

8-Usually

2-Rarely

10-Almost always



What is your immediate reaction to viewing your Encourage the Heart ratings? Why?

Please describe anything in your Encourage the Heart ratings that is confusing or contradictory:

(Remember to review your Leadership Behaviors Ranking page to consider the individual behaviors that relate to this practice.)

Suggestions for Becoming a Better Leader

- 1. Think of ten small ways in which you can reward people who have done something especially well. Then reward those extraordinary efforts. Don't let them go by unnoticed.
- Identify those constituents who best embody your values and priorities and think of three ways to single them out in the weeks to come, to praise and reward them.
- 3. Tell a public story about a person in your organization who went above and beyond the call of duty.



Percentile Ranking

The leaders and observers who make up the LPI database include a mix of males and females at all levels, from all types of organizations, and from all over the world. This page compares your responses to all Observer responses for other leaders who have taken the LPI. The horizontal lines at the 30th and 70th percentiles divide the graph into three segments, roughly approximating a normal distribution of scores. Each line on the graph shows what percentile your response falls into for each Practice. For example, if your score for Model the Way is at the 50th percentile, half of the leaders in the entire LPI database were rated higher (by their Observers who also rated them on the Practice), and half were rated lower.

