

Opportunities-Obstacles Quotient Profile



The Opportunities-Obstacles Quotient (QO₂) 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 QO₂ Profile provides personalised feedback on how an individual responds to new situations and change, solves problems, focuses on goals and views time.

How the QO₂ makes a difference

The Risk-Orientation model is the basis of the QO₂ concept. It 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 identifies 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, as well as other projects.

The QO₂ allows leaders to improve decision making, problem solving, goal clarification and thus ultimately, their competitive advantage.

QO₂ Applications

- Leadership Development
- Risk Management
- Change Management
- Performance and Conflict Management
- Executive Coaching

QO₂ 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 resilience



Risk-Orientation Model

Challenge your clients' paradigm of thinking and doing with the QO₂

- Keep them **Moving Towards Goals** with a balanced mindset
- Challenge them to discover new ways to approach obstacles with **Multi-Pathways** thinking
- Unlock their view of the world using a **Time Focus** reference point
- Coach them through risk by helping them to understand their **Fault-Finding** approach
- Review their **Optimism** score and how this impacts them at work.