

Cultivating an Enterprising Mindset Among Students

Gallup is pleased to launch the Builder Talent Initiative (BTI), a global research consortium with universities and colleges around the world.

Through this initiative, Gallup and its partner institutions will advance the deployment of builder talent sciences to better prepare students for the global workforce.

Why Builder Talent?

The global war for talent is heating up, and *human capital* is becoming a competitive advantage for companies that are fighting to grow. Unfortunately, many employers believe that college graduates aren't developing the skills they need for the 21st-century workplace.

A recent Deloitte survey also indicates that many students are questioning how much their employers value their education. The study found that the skills students gain in school — time management, academic knowledge, teamwork and analytical skills — were different from those employers valued — leadership, sales talent, general business knowledge ... and being a *builder*.

What Does Gallup Know About Builder Talent?

Based on more than 40 years of research on talent and strengths development, Gallup scientists have developed a structured Web-based talent assessment called the Builder Profile 10 (BP10).

Concurrently, Gallup's learning design consultants created a development program called Coaching Builder Talents to support educators in cultivating enterprising mindsets among those who take the BP10.

How Do ETI Partners Make a Difference?

Institutions that belong to the BTI help students identify their builder talents. After completing the BP10 assessment, each student receives a customized report that measures, ranks and explains the 10 talents that successful builders exhibit.

Partners then provide students with education and coaching to help them understand, develop and apply their builder talents as they prepare for their future careers.

What Are the Benefits of Becoming an BTI Partner?

BTI partners will get:

- access to Web-based videos to help introduce and provide feedback on the BP10 assessment
- use of Gallup's pre- and post-test surveys to capture the impact of the BP10 program on students
- invitations to quarterly best practice live webinars and access to all archived sessions
- an opportunity to propose research partnerships that include access to the BP10 global database and opportunities to co-publish in peer-reviewed journals

How Do Institutions Join Gallup's BTI?

To join the BTI and receive the benefits listed above, partners need to purchase and deploy a minimum of 100 BP10 codes per calendar year.

Please contact the **Gallup Education Practice** (Gallup_Education@gallup.com) to receive pilot BP10 codes or to schedule an executive briefing. Find more information on BP10 at <https://www.gallupstrengthscenter.com/EP10/en-US/About>.