

Understanding | Factual

You are quite comfortable working in complex situations. You pay careful attention to the underlying facts and trends that support a conclusion. You see each bit of information as a brick that can be used to create a solid rational foundation. You also have a knack for spotting flaws in other people's arguments. However, be sure to exercise some diplomacy when pointing out erroneous conclusions because some people get defensive. In contrast to people like that, you see the value of a careful accumulation and review of all the facts. You know that with enough data, eventually the best conclusion will become obvious.

This careful analytical thinking can help you build a solid line of reasoning with your customers. Take them through the same logic that got you to your recommendations. Your analytical traits will also help you ask your customers just the right questions. Take on situations that require careful review and analysis.

Collaboration Alert: Be aware that your interest in the details may go well beyond some customer's attention span. Be ready to be brief and to the point when necessary. Make sure you make the big points crystal clear and don't get lost in the detail when you are explaining or presenting.

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The Science of Performance