

Motivation | Initiator

For you, actions speak louder than words, so you have a positive bias towards activity. Once it is clear that something needs to be completed, you want to get started. This drive propels you into action and you will bulldoze over many minor obstacles that might delay others. You have a special sense of enthusiasm for beginning something new and you can clearly see what the first steps need to be. You do not like waiting.

You will work best in an environment where you don't need "permission" to begin. You need to exercise your own initiative and be tangibly rewarded for your accomplishments. You learn best by doing and you would rather be doing than sitting. You always feel better in motion than at rest. For example, you are more likely to go off the beaten path rather than stay stuck in a traffic jam. You approach life and work the same way. This enthusiasm for activity can often prompt others into action as well.

Collaboration Alert: Not everyone may have your enthusiasm for starting something new. When dealing with other colleagues, make sure they clearly understand what you are trying to accomplish, and why you are prepared to go forward. Without clear communication, others may see your impatience to get started in a negative light. When necessary, be ready to offer a good explanation for your decision to move ahead.

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The Science of Performance