

Trust | Intuitive

You have a keen sense about people. You notice what makes them unique and have a deep recognition that we are all different from one another. This awareness does not come from some deliberate effort, but rather is an almost automatic process. You are interested in people. At times you may observe them and at times you may even stare at them. As a result you take in information about people that others would miss. You pick up on gestures and intonations. You are able to size people up quickly and understand their strengths and weaknesses. You have an uncanny understanding about what makes others tick.

Naturally this talent has a very practical application in sales. You may be able to intuitively sense whether clients mean what they say. Will they really move forward or are they just being polite? In other words, you can place stock in your Intuitive sense about people. More often than not you will be right. But even more importantly, by sharing your insights you can help others see their strengths, and their own uniqueness. This is a powerful way to build trust. People will trust you because it seems that you really know them.

Collaboration Alert: Trusting your intuition and sharing your insights can set the stage for strong long lasting relationships. However, while the observation part is automatic, the sharing part may not be. To really get the most out of this talent, use it to build up and encourage others. This trait can also help you delegate effectively.

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The Science of Performance