

Asking | Investor

You have a passion for excellence, but you also realize that it is a rare commodity. Not every situation or every person has the potential for greatness. Therefore you are constantly on the lookout for people and opportunities that have outstanding promise. When you find them, you are willing to invest your time, energy, and resources to help them grow. You get a special charge by taking things from good to great.

In a way this talent has two critical components. First, you have an eye for potential. You are able to spot opportunities for growth and often help others see that potential. More importantly, you also expect a return. When you see potential your determination to ask for commitment increases dramatically. The more clearly you see an opportunity for growth, the more you will prod and push to make something happen. To perform at your best, you need to be in a role where you can make a substantial difference, and where measurable improvement is highly valued. You can be an exceptional mentor to star performers.

Collaboration Alert: You want to make things better and you inherently understand that not all opportunities or people have an equal likelihood of achieving exceptional performance. You will work best with customers and colleagues who have an equivalent desire to achieve outstanding results.

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The Science of Performance