

Organization | Order

You are at your most productive when you are able to operate with a set regimen. You like knowing what you need to get done and like having everything you need at hand. You are a good tactical planner and bring a sense of Order and discipline to your tasks. You operate well in environments where regulations and rules need to be followed. You enjoy being part of a well-oiled machine where you can also depend on others to do their part.

This characteristic can help you with time and territory management issues. You will be effective at planning out your call schedule, and in making sure you have what you need for each call. You will also be good at follow-through and will establish a reputation for dependability with your customers. Sometimes when customers bring in a new product, or switch vendors, a lot of detail work needs to be done to make sure things go smoothly. You will excel at these kinds of tasks and your flair for discipline will often reassure your customers. Let your customers see that highly dependable side of you. Help them realize that you will never let anything slip through the cracks and that they can have full confidence in your being there when they need you.

Collaboration Alert: You will "sweat the small stuff", but by so doing you will avoid many problems for your company and your customers. Still from time to time take a step back and look at the big picture to gain a more complete perspective. Don't expect everyone who works with you to have the same flair for Order and structure that you have.

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The Science of Performance