

Organization | Realistic

If every cloud has a silver lining, then it is also true that every silver lining has a cloud. Life has taught you that few things are either all good or all bad. You want to understand both the good and the bad before a decision is made. Products (or services) usually have advantages and disadvantages. You want to make sure you understand the complete story, and by so doing you can really be a help to your customers. You will probe to make sure that what you are selling will really work for the application they have in mind. And you can often help them avoid implementation pitfalls or make them aware of other risks.

You work best in an environment where you will not be rushed to make up your mind. You may feel uncomfortable having to make on-the-spot decisions. Some may misinterpret your cautious nature as being negative, but it is not that at all. You just like to be thorough. Over time your customers will see your thoroughness as an asset. You are not simply trying to sell them something, but rather, something that will really work for them. And you can help them anticipate problems.

Collaboration Alert: Occasionally some people who are quicker to act may find some frustration in working with you. Your concerns about a particular issue will be well received if you are careful not just to dwell on the negative side, but also point out the positive. And rather than just point out problems, try to have a constructive alternative. Be ready to explain your concerns in a positive way and set decision deadlines so you do not leave issues hanging out there indefinitely.

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The Science of Performance