

Understanding | Reasoning

When it comes to ideas, you understand the importance of subtlety, nuance and implication. You enjoy getting into a topic with some depth and developing a position. You may be an avid reader, a news junkie, or something of a philosopher. You enjoy the opportunity for discussion or even debate with other informed individuals. This process refines your own thinking and helps you see where the loopholes in your logic are. In short, you like thinking.

You see that simplifications are often over-simplifications. You want to understand the big picture, but you also want to understand as many of the details as you can. After all, the validity of the big picture rests on the accuracy of all the little dots. You will be at your best when you have the luxury to think things through and can understand all the ramifications of an issue. You may become bored in situations that are cut and dry. When that happens you may well find your mind drifting to more interesting matters.

Collaboration Alert: Your value to a customer or client is your ability to walk them through a carefully reasoned out solution. However, be aware that not everyone will share your enthusiasm for minor details. Keep it short and sweet if necessary.

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The Science of Performance