

Understanding | Resourceful

You are an intuitive planner. When an objective is set, or a problem is encountered, you immediately begin to think about the best course of action to take. You start with a clear goal in mind. What will it take to succeed? What resources will be necessary? What obstacles could delay or even stop you? How much will it cost? And most importantly, is the result worth the cost? While others might labor over this process, these are the kinds of questions that come naturally to you. You will rarely just think of only one way to solve a problem, but are likely to either generate yourself or solicit several alternatives. You can quickly dismiss impractical ideas and usually figure out the best possible way to proceed. You will also think about what might go wrong and develop contingencies.

Of course a talent like this is extremely helpful in managing a business or managing a territory. The challenge of getting more done with fewer resources affects almost every business, and you are naturally inclined to think about such issues. This can be a valuable asset for your customers. They have goals and objectives to meet and you can be a great resource for them by showing how your products and services can help address their needs.

Collaboration Alert: You will be well suited to a sales presentation style that focuses on not simply end results, but also the best pathway to get there. Bear in mind, customers and colleagues are all different. Some may accept more suggestions on how to get things done than others.

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The Science of Performance