



## Understanding | Studious

You love knowledge. You enjoy being well-informed and your interests quite likely span a variety of topics. You are constantly on the lookout for new information that appeals to you. You see acquiring knowledge as a life-long endeavor. Naturally you recognize the importance of experience, but you also see the value in learning from others and absorbing their expertise. Above all, you have confidence in your Studious nature and your ability to gather insight into your clients' needs.

You are willing to take the time to start at the beginning and follow the path from unfamiliarity to proficiency. You also have a special appreciation for good teachers and may be one yourself. Your naturally Studious nature makes you ideally suited for situations that require expertise. You will find that there are some customers who relish teaching others about their company or their industry. You can strike up a natural bond with such customers because your interest will be genuine and sincere.

**Collaboration Alert:** Your inherent curiosity means you will be an excellent questioner. Leverage this talent to draw out your customers and gather the information needed to advance the sale. You will perform best by developing expertise and being helpful as an investigative resource.

**“You love learning  
and relish gaining  
expertise.”**

A decorative banner with a blue and white network graphic background. The graphic consists of interconnected lines and nodes, resembling a digital or scientific network. The text 'The Science of Performance' is overlaid on the left side of the banner.

**The Science of Performance**