

Understanding You

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A Persuader is a risk-taking, socially poised and motivating team builder.

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STRENGTHS:

- Drives change and challenges status quo
- Motivating, stimulating communicator
- Proactive and results-oriented

PREFERRED WORK STYLE:

- Extremely informal, extraverted, and outgoing; gets familiar very soon after you meet
- Almost exclusively focused on people, building relationships, and teamwork rather than technical matters
- Connecting very quickly to others, strongly motivated to build and leverage relationships to get work done



POTENTIAL BLIND SPOTS:

- May appear talkative or superficial
- May provide limited follow up or attention to detail
- May appear too casual or uninhibited

PI BEHAVIORAL PATTERN:

Understanding Your Team

Your team's makeup & work style



Team insights

Discover your team's natural behavioral approach.



You are an Exploring Team

An Exploring Team is venturesome, risk-taking, and imaginative.

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Strengths

Ambitious and eager to drive things forward, you bring energy and excitement to your work.

Quick to make new connections, you're good at building relationships and expanding your networks.

Always asking "What's next?", you're excited about driving the market to new

Potential Blind Spots

With a strong focus on speed and innovation, process and efficiency may suffer.

You may be too focused on the big picture—and not enough on the details needed to implement your ideas.

You may be quick to abandon your ideas if they don't work perfectly the first time instead of iterating.

Understanding Work to be Done

Mapping your team against objectives

Strengths	Potential Blind Spots
Your team's focus on creating new things will help keep its products and services on the leading edge of the market.	Your team may struggle to enhance existing products/services, as it typically wants to focus resources on the brand-new.
The energy and excitement your team brings to its work can help drive the competitive spirit needed to be a market leader.	Your team may have a harder time establishing and following processes needed to produce high quality work quickly, consistently, and flawlessly.
On a team where mistakes are part of the learning process, errors can be welcomed as learning opportunities and areas to explore innovation.	With its rapid pace of work and laser focus on market needs, your team's internal, cross-functional communication may not be as frequent or clear as it needs to be.

OBJECTIVES
TEAM TYPE + OBJECTIVES
TAKEAWAYS

Team type + objectives

Explore your Team Type in the context of the work to be done.

You are an Exploring Team

An Exploring Team is daring, risk-tolerant, and imaginative.

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You are pursuing a Pathfinding Strategy

Pathfinding Strategies seek to add customers while being open to innovation and partnerships.

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