

Edward Uses His PSA© to Get a Promotion

Personality Strength	Edward's Rank in the US Population	How I can intentionally apply my personality strengths to evaluate my career and get promotions.
Dominance	99%	People just listen to me – I'm not sure why.
Political Value	99%	I have impressive personal power, and yet
Social Interest/Sociability`	99%	I am also very sociable – people like me.
Exhibition	98%	I am good at telling funny stories, so people at my new job find me entertaining.
General Activity/Energy Level	98%	I have a high activity level – somehow I energize people.
Sexuality	98%	Women really like me.
Restraint/Seriousness	95%	This surprises me. Before I say something I do think. "What will everyone think about that." I thought everyone did that.
Social Boldness	95%	When I decide to meet someone I just say "Hi." Doesn't everyone do that? I guess not.
Economic Value	91%	I love selling people things. So I bring in a lot of money. If I don't keep getting paid a lot I'll just go somewhere else.
Achievement	90%	Sales is just so much fun! And when I don't know something
Ability to Ask for Help	85%	I ask someone who does. How difficult is that?
Friendliness/Agreeableness	80%	I give my customers what they want. Production will figure out how to give them what I promised. Sometimes I get into trouble for that.
Endurance	80%	I stay right with the prospect. Keep learning what s/he wants.
Theoretical Value	55%	Then I develop Product Options A., B., C. and D. until s/he just has to have one of them. See, sales is easy.
Objectivity	50%	I am objective – what the client thinks is as important as what s/he feels. Then, I develop Product Options. If I am selling to a man or a woman I know how to approach either one.
Thoughtfulness/Reflectiveness	50%	
Traditional Male View	50%	
Aggression	45%	A direct, frontal attack is not my style. Pleasing the client is.
Deference	45%	I will consider another's opinion when s/he has earned my respect.
Autonomy	40%	I like making decisions with other people. To make the sale I need for everyone to do his or her part.
Cooperativeness	40%	I am careful about what I need in place before I agree to cooperate. Negotiating is fun.
Optimism	40%	Sales is fun, but am I wearing myself out? Do I expect results before they have time to happen?
Social Value	35%	Let's see. This means giving back to society. Hm. I'll have to think more about that before I know what I want to do.

Nurturance	20%	Hmm. What does this tell me?
Order	20%	That's about right. "Does a lack of order hurt me in accomplishing my goals?" If not, so what?
Tendency to Read Feelings	16%	How could intentionally working on raising this help me?
Aesthetic	15%	That's about right. Harmony is really not very important to me.
Affiliation	15%	I am not much for joining groups. I might consider joining a common interest group.
Change	14%	Why would I want to change anything? I'm doing great!
Religious Value	5%	Hmm. What do I make of this?
Feelings of Guilt	1%	Rather than focus on feeling guilty perhaps I can ask, "What can I learn here that will help me?"
Feelings of Inferiority	1%	These are not very helpful anyway. What does this tell me?

Blue = Coping Strategies	Green = Temperament Strengths	Red = Values
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