

Personality Strength	Edward's Rank in the US Population	How I can intentionally apply my personality strengths to decide the next career step.
Dominance	99%	People listen to me, so I can get things done.
Political Value	99%	I have impressive personal power, and yet
Social Interest/Sociability`	99%	I am also very sociable – people really like me.
Exhibition	98%	I am good at telling funny stories, so clients really like me.
General Activity/Energy Level	98%	I have a high activity level – I energize people.
Sexuality	98%	I work well with women managers, support staff, and clients.
Restraint/Seriousness	95%	Before I say something I consider, "What will everyone think about that?" I thought everyone did that. Maybe not.
Social Boldness	95%	When I want to meet someone I just walk up and say, "Hi." Isn't that what everyone does?
Economic Value	91%	I love sales management because I get to help people get better at sales. When they make more money, I make more money. How cool is that?
Achievement	90%	Selling things is just so much fun, and
Ability to Ask for Help	85%	when I do not know something I love asking someone who does. They like being important, and I learn what I need to know. Win – Win.
Friendliness/Agreeableness	80%	I give a client whatever s/he wants. Production will figure out how to deliver what I promised. Sometimes I get in trouble for the promises I make.
Endurance	80%	I stay with the potential client until I get the sale.
Theoretical Value	55%	I want to know what you think. I may ask how many solutions you seriously considered. Then tell the client why this one is better than all of those.
Objectivity	50%	I give thoughts and feelings equal value and
Thoughtfulness/Reflectiveness	50%	then think what to do.
Traditional Male View	50%	I am likely to give responses that a typical male would give.
Aggression	45%	A direct, frontal attack is not my style. Pleasing clients is.
Deference	45%	I will consider another's opinion when s/he has earned my respect.
Autonomy	40%	I like making decisions in groups. Getting a sale requires a lot of people to work together.
Cooperativeness	40%	I consider what I need in place before I agree to cooperate.
Optimism	40%	Am I working so hard that I am wearing myself out? Do I expect results before then can happen?
Social Value	35%	I do not think much about giving back to society.

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%	People give me sales contracts because they like me. Do I really need to know any more about their feelings?
Aesthetic Value (Harmony)	15%	That's about right. Harmony is really not very important to me.
Affiliation	15%	I don't think I get sales by joining groups. Do you think it would help me get sales?
Change	14%	Things are going pretty well for me. Why would I want to change?
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 plan a new life?"
Feelings of Inferiority	1%	These are not very helpful anyway. Any insights I get here?

Blue = Coping Strategies	Green = Temperament Strengths	Red = Values
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