Hunter Redding

Professional Selling II

**Pink Assessment Evaluation**

**About Ambiverts**

Based on the DanPink assessment, I am a true ambivert. This entails that I am a balance between being an introverted and extroverted person. Ambiverts seem like a jack of all trades. They know how to read and assess a room in order to be able to figure out which strategy to use in sales and conversations. Some people in this realm need to be able to be more of a quiet listener and others need to be the loud speaker guiding the conversations. An ambivert is adaptable in these skills.

**Me as an Ambivert**

I completely agree with my results deciphering that I am an ambivert. My personality can be described as chatty, a good listener, and empathetic. These qualities all align with being an ambivert. For example, I love to talk to people. Throughout my life, I have always been a person who is very extroverted and wants to be with people at all times. Being around other brings me life, but I am also completely comfortable sitting in a room with someone in silence. A lot of my friends say that I am a good listener. There are instances where a friend will ask me to go on a walk or a drive with them simply to listen to them rant or give them advice when needed. These instances call for me to be a listener instead of the driver of the conversation. I do not always feel a need to be the loudest in a room or get the most words in. In some situations, I can actually be kind of quiet and listen more to what others are saying.

**Ambiverts in Sales**

Being an ambivert will be extremely beneficial for me as a salesperson. According to University of Pennsylvania’s Wharton School of Management, “ambiverts make the best sales people.” I completely agree with this statement, even though many people deem extroverts to be the best salespeople. Extroverts have a natural ability to speak and grab attention in a room, but can potentially face the challenge of not completely listening to a customer and their needs because the salesperson has their own agenda prior to the meeting. There is nothing intrinsically wrong with planning ahead, and is a good thing, but a salesperson must be adaptable and able to change their plan and agenda according to the needs of a customer. This is where an ambivert is the best person for the job. Ambiverts adapt to changes much easier than an extrovert or an introvert. For example, when taking a sales call or meeting, it is imperative to listen to the customer and their needs. Not only is the customer assessing if you and the product will be a good fit, but you are also assessing if the customer would be a good fit for the company or product. In order to compile accurate data, a salesperson has to listen to a customer and also demonstrate the benefits their product can bring. As an ambivert, they would be able to drive a conversation to benefit themselves and also add benefit for the customer.

**Ambiverts in life**

Being an ambivert has a lot of advantages throughout a career and in life. Ambiverted people are able to adapt, harmonize, and communicate with all different types of people. This is such an important tool to utilize and can create more trust with a customer and people you encounter. Your name and style will be reputable among many and you will be able to work with different types of people. An ambivert does not need to work with the same cut and paste copy of a person but is able to find a balance and harmony in every person they encounter. This is a great tool to have and will propel a salesperson extremely far in their career.