

Developing Your Strength

WOO

(Winning Others Over)

The genius of your WOO talent involves the impact you can have on other people and the ease with which you can win them over. You have an incredible ability to meet new people and almost magically know what to say in order to draw others out. Other people love the attention you give them and the way that you can affirm a person so quickly. Of course you love the process and the challenge of meeting new people. And people love it when you connect with them. The genius of this talent is that you cannot only quickly connect with people, but you can be a catalyst in helping people connect with one another. Make no mistake about it, when you enter a crowd, the crowd will be different because you are there. In fact, you have the capacity to transform a crowd of disconnected people into a group, and this is no small accomplishment.

Adapted from “The Genius and Beauty found within The Clifton StrengthsFinder Themes of Talent,” by Edward C. Anderson

Applying WOO Talents in Careers

- Introduce yourself to a great number of people in a wide variety of jobs. This broad exposure will give you a more informed idea of possible careers, and it could provide you with important career and social connections.
- Environments in which you can meet new people daily and have the opportunity to create a positive impression will bring out your best.
- Environments that value the ability to persuade or sell likely will allow your Woo talents to flourish.
- Avoid work environments in which there is little opportunity to extend your gregarious social nature.
- Talk to entertainers, corporate trainers, sales reps, attorneys, and public relations specialists to see what they enjoy most about their work.

Adapted from StrengthsQuest website: www.strengthsquest.com

Career Plan of Action:

Applying WOO Talents in Academics

General Academic Life

- Make classroom discussions fun by using words that catch the attention of others.
- Meet and greet the people in your classes.
- Use your charm when asking difficult questions in class.

Study Techniques

- Study in places where there are many people, like the library or an off-campus bookstore.
- Block off time for studying and reading with others.
- Connect reading material to people you have met. This helps you get involved in the reading and not become bored, and you will better remember what you read and generate more insights.
- Create a study group of people you do not know yet.

Relationships

- Schedule a time (at least twice a quarter) to visit your professors during office hours. Have them get to know you by name.
- Start a conversation with your classmates to identify students with whom you can work, learn, and study.
- Use your networking strengths every way you can. Prepare for class, exams, discussions, and papers with other people.
- Join social groups and study groups.

Class Selection

- Try to meet the professors before choosing classes.
- Choose classes that offer opportunities to meet lots of people.
- Ask fellow students for their opinions about classes you are considering.

Extracurricular Activities

- Get involved in an activity or group that gives you the opportunity to connect with different people.
- Balance your academics with extracurricular activities to keep yourself involved with people.
- Run for an elected office. A person with exceptional WOO talents can quickly connect with people and create positive reactions.
- Chair large social events. Turn on your charm to engage others.

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Academic Plan of Action:
