

SELLING AND COMMUNICATING



THIS IS THE AGILITY FOR INFLUENCING AND PERSUADING OTHERS.

Agilities® are combinations of your work skills and interests. Use them to work more effectively in your career. People with this skill effectively read, understand, and influence others. Individuals with this talent can correctly evaluate and respond to people's needs and desires. As effective communicators and negotiators, they can also elicit trust and respect that enables them to change others' minds.

TELL EMPLOYERS ABOUT YOUR EXPERIENCE WITH THIS AGILITY BY USING THESE KEYWORDS:



Persuade



Evaluate



Negotiate



Campaign

RÉSUMÉ EXAMPLE

Persuaded and influenced customers by evaluating needs, communicating product benefits, and negotiating to resolve concerns.

JOB

Sales
Representative

USE AND GROW YOUR AGILITY IN EVERYDAY LIFE

- Convince a friend to start a healthy habit
- Raise money for a cause you care about
- Campaign for a leadership role in your company
- Help coworkers resolve a disagreement

INTERACT WITH THE CAREER EXPLORER TOOLS®

- Find the Agilities needed for your dream job using the [Occupation Decoder](#)
- Find what occupations pay by #1 Agility using the [Occupation Explorer](#)
- Compare the Agilities of several occupations at once using the [Agilities Comparison](#)