



# MAKE SENSE

## CHARACTERISTICS

If this is your **WHY**, you are driven to solve problems and resolve challenging or complex situations. You have an uncanny ability to take in lots of data and information, observe situations and circumstances around you and sort through them to create order. You consider factors, problems and concepts and organize them into solutions that are sensible and easy to implement. It is not even that you enjoy problem-solving necessarily. You simply can't help yourself. It is the lens through which you view the world. Interestingly, it is not necessary for you to share your solutions on a continuous basis. It is sufficient that you, yourself, have solved the problem or resolved the complexity of the situation. Often, you are viewed as an expert because of your unique ability to find solutions quickly. You also have a gift for articulating a solution and summarizing it clearly in understandable language for your own benefit and the benefit of others. You believe that many people are stuck and that if they could make sense out of their situation, they could find a simple solution and move forward. You help them understand and see their way through.

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## CHALLENGES

If you have this **WHY**, it is impossible for you to stop yourself from solving other people's problems. Notwithstanding the obvious benefit to an organization that you may offer, in the absence of temperance, you may come across as a "smarty pants," or someone who doesn't listen. Many people, despite having problems that you could easily resolve, are not interested in your solution. They simply want empathy or to be heard. They don't want anyone to preach to them or lecture them. If you are not careful, you may damage a relationship unnecessarily despite your desire to help.

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## SOLUTIONS

The easy answer to this challenge is to not jump in with your solution. Find a way to bring it out slowly, especially if you can make it seem like the other person's idea. You will always solve problems and can take pleasure and feel proud of this unique skill. Unlike a person whose **WHY** is to contribute, for you to "just say no" actually does work--except that you are saying "no" to the need to voice your solutions unless asked. You don't have that burning need and therefore can become a valued and cherished individual so long as you carefully moderate your communication to others.