

FOLLOW-THROUGH or Lack of Follow Through
Synonyms: completion, closure

He would have to work in tandem with a partner who would close the sales because the essential follow-through is lacking.

It is unlikely that with this applicant on the job, anything would fall through the cracks or be left half-done.

If he has to wait for someone else to do their part of a project, or give him an answer, he will keep badgering them until he gets the results he wants.

He has a strong need for closure that drives him to finish what he starts.

It makes her feel uncomfortable when she is forced to leave things open-ended or unfinished.

He is happiest when allowed to plan his work and work his plan.

Although he would enjoy the freedom afforded by an outside sales position, he does not have the discipline to consistently follow through on leads.

Driven by a need for closure, he follows through on sales calls until he gets the answer he wants.

When emergencies arise and she is forced to drop what she is doing, she is restless and impatient until she can go back and pick up the pieces.

You can make up your mind, make a choice, take a firm stand and act with certainty. Once you have made up your mind, you follow through with prompt action.

You are not likely to leave a task unfinished if it is within your power to complete it.

She tends to get discouraged easily and, rather than pushing to close a difficult sale, is likely to just let it go and move on to something else that will be easier to handle.

Difficulty in coming to a final statement or settlement leaves her vacillating over the possible courses of action.

Her inability to break down information and evaluate the situation may weaken her strength to carry through.

Difficulty in withstanding pressure over the long haul diminishes his staying power.

Here is someone who undertakes a task with a big spurt of enthusiasm, but once the project gets underway, lacks the energy and determination to complete it.

Just when the end is in sight, his energy fades out and he gives up.

It may be a lack of satisfaction in what she is doing that causes this writer to begin to let up in her efforts.