

# Practice: Restriction Enzyme Sequence Recognition

**Issue** Salespeople struggled to understand how restriction endonucleases worked.

**Solution** Provide an analogous relatable tool. I used pairs of decorative scissors labeled with the names of restriction enzymes. Each scissor's cutting pattern is unique, like restriction enzymes. For practice, the salespeople used the scissors to cut paper with the cutting sites matching the restriction enzyme.

Eco RI	Bgl II
	
$  \begin{array}{c}  5' \dots \text{G}^{\nabla} \text{AATTC} \dots 3' \\  3' \dots \text{CTTA} \text{G}^{\blacktriangle} \dots 5'  \end{array}  $	$  \begin{array}{c}  5' \dots \text{GCCNNNN}^{\nabla} \text{GGC} \dots 3' \\  3' \dots \text{CGGN}^{\blacktriangle} \text{NNNNCCG} \dots 5'  \end{array}  $

**Results** The salespeople understood the analogy and it was easy to determine if the correct scissors were used for each paper.

**Classifications** The table below lists two classifications and the recipients of this work sample.

Performance Experience Design <sup>1</sup>	Characteristics <sup>2</sup>	Recipients
Innovative	Creative	Sales Representatives
Measures improvement	Sales Training	

<sup>1</sup> [Click here](#) to view list and descriptions of Performance Experience Design characteristics

<sup>2</sup> Reason(s) it was provided as a work sample