

Name:

Date:

Class:

## Effective Sales Personnel

### Skill:

- Analysis (AN)

### Time on Task:

- 5–10 minutes

### Goal/Purpose:

- The goal of this activity is to determine what makes a good salesperson.

*Determine what constitutes a good salesperson by using your past experiences as a customer. Answer the following prompts to help create a list of qualities that good salespeople have. Also, consider the characteristics you would want a sales representative in your company to have. This information may be reported to the class according to your instructor's guidelines, so be sure to provide enough information to facilitate a discussion. Your instructor will give you instructions on the submission method.*

1. What qualities do good salespeople have in common?

Answer:

2. In your business, what characteristics would you look for in a salesperson and why?

Answer: