

Name: _____

The Southwestern Company Self Evaluation

The Self-Evaluation form is to be used in order to share your thoughts and experiences as you reflect back on your summer work with Southwestern Company.

PART I:

The selling process also involves self awareness and evaluation. It is important to conscientiously consider your own understanding and performance.

PART II:

Rate yourself on the following five factors by circling the appropriate phrase on the scale and comment on each item. Honestly answer questions 6 and 7.

1. Concerning my knowledge of the company and my products, I am:

Very Satisfied Somewhat Satisfied Uncertain Somewhat Dissatisfied Very Dissatisfied

COMMENT: _____

2. With regard to my overall effort, I am:

Very Satisfied Somewhat Satisfied Uncertain Somewhat Dissatisfied Very Dissatisfied

COMMENT: _____

3. Reflecting on the relationship with my leader in terms of records management, reporting, and personal input in the relationship, I am:

Very Satisfied Somewhat Satisfied Uncertain Somewhat Dissatisfied Very Dissatisfied

COMMENT: _____



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(continued)

4. Concerning my understanding and use of the basic sales techniques I have learned, I am:

Very Satisfied Somewhat Satisfied Uncertain Somewhat Dissatisfied Very Dissatisfied

COMMENT: _____

5. Evaluating my sales volume in relation to the time invested, I am:

Very Satisfied Somewhat Satisfied Uncertain Somewhat Dissatisfied Very Dissatisfied

COMMENT: _____

6. The most valuable thing I learned in Sales School was:

COMMENT: _____

7. The most important thing I learned on the book field was:

COMMENT: _____

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