

PURPOSE: Read the following statements, and rate your effectiveness on each using a scale of 1 (not effective) to 5 (consistently effective). This assessment is your personal view on your own coaching skills, and can be used as a guide in your own developmental planning to become a better sales coach and leader for your team.

Consider the following rating when answering the questions:					Notes:
1	2	3	4	5	
Not Effective		Occasionally Effective		Consistently Effective	
<p>1. I listen to truly understand the salesperson's point of view.</p> <p>1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/></p> <p>2. I work with the salesperson to create a mutual and shared understanding of the current situation.</p> <p>1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/></p> <p>3. I am flexible in matching my style to the coaching needs of the various individuals that I coach.</p> <p>1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/></p> <p>4. I create a safe coaching environment where salespeople are willing to share the truth and their fears.</p> <p>1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/></p> <p>5. I am able to keep conversations focused.</p> <p>1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/></p> <p>6. I maintain the self esteem of others during coaching conversations.</p> <p>1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/></p> <p>7. I ask questions to open the flow of communication.</p> <p>1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/></p> <p>8. After a coaching conversation, salespeople are focused and committed to what they want to accomplish.</p> <p>1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/></p>					

