

I am answering this survey about:

|            |
|------------|
| _____      |
| First Name |
| _____      |
| Last Name  |

Please indicate your relationship to the person named above by blackening the appropriate circle.

- I am that sales manager
- I REPORT to that sales manager understand my answers WILL NOT be identified.
- I OVERSEE that sales manager and understand my answers WILL be identified.
- I am a PEER of that sales manager and understand my answers WILL NOT be identified.

This survey asks you to respond to statements about the sales manager whose name appears above. The statements pertain to things sales managers do or attitudes they may hold. The results will be used for coaching and training purposes only.

This number is used only to identify this form as the Sales Management Practice Survey.

T H E  
**CLARK WILSON GROUP**  
S U R V E Y S

# SALES MANAGEMENT PRACTICES

**Clark L. Wilson, Ph.D.**

Please evaluate each statement according to how well it describes the person named on the front page. Answer honestly how often the statement is true of the person, or how much or to what extent the statement describes the person's behavior.

- \* Blacken the circle that most closely describes the person, even if that person is you.
- \* If you are unsure about an item, please leave it blank.

To guide you:

|   |  |  |         |  |  |  |
|---|--|--|---------|--|--|--|
| Never<br>or to a<br>Very<br>Small<br>Extent | Almost<br>Never<br>or to a<br>Little<br>Extent | Sometimes<br>or to a less<br>than<br>Average<br>Extent | Average | Often<br>or to a more<br>than<br>Average<br>Extent | Almost<br>Always or<br>to a<br>Large<br>Extent | Always<br>or to a<br>Very<br>Great<br>Extent |
| ①   | ②  | ③  | ④       | ⑤  | ⑥  | ⑦  |

**This sales manager:**

|   |     | 1 | 2 | 3 | 4 | 5 | 6 | 7 | NA |
|---|-----|---|---|---|---|---|---|---|----|
| 1. Shows a sincere interest in the suggestions of members of the sales force _____  | 1.  | ○ | ○ | ○ | ○ | ○ | ○ | ○ | ○  |
| 2. Plans the work so it keeps running smoothly _____                                | 2.  | ○ | ○ | ○ | ○ | ○ | ○ | ○ | ○  |
| 3. Makes sure people are properly trained in selling skills _____                   | 3.  | ○ | ○ | ○ | ○ | ○ | ○ | ○ | ○  |
| 4. Always lets people know where they stand and how they are doing their jobs _____ | 4.  | ○ | ○ | ○ | ○ | ○ | ○ | ○ | ○  |
| 5. Is trusted by people in the sales group _____                                    | 5.  | ○ | ○ | ○ | ○ | ○ | ○ | ○ | ○  |
| 6. Insists that everything be done his/her way _____                                | 6.  | ○ | ○ | ○ | ○ | ○ | ○ | ○ | ○  |
| 7. Is very concerned about getting things done on time _____                        | 7.  | ○ | ○ | ○ | ○ | ○ | ○ | ○ | ○  |
| 8. Is interested in helping people achieve their goals or quotas _____              | 8.  | ○ | ○ | ○ | ○ | ○ | ○ | ○ | ○  |
| 9. Has confidence in the ability of group members to plan their own work _____      | 9.  | ○ | ○ | ○ | ○ | ○ | ○ | ○ | ○  |
| 10. Is dependable in fulfilling commitments _____                                   | 10. | ○ | ○ | ○ | ○ | ○ | ○ | ○ | ○  |

**For complete survey, call representative at 1-800-565-4223**