



# Sales Skill Development Feedback

## Self-Reflection Worksheet – Need Help

Use the format below to write a summary of a situation that did not go well and for which you would like help from your manager, mentor, or intrAtrain coach.

<b>Circumstance</b> – what was the situation?	<b>Response</b> – What skills did you use and how did you use them?	<b>Outcome</b> – What was the end result? What is going to happen next?

How will you use what you have learned in future situations?

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## Self-Reflection Worksheet – Share Success

Use the format below to write a summary of how you used the skills and the outcomes of your on-the-job application.

<b>Circumstance</b> – what was the situation?	<b>Response</b> – What skills did you use and how did you use them?	<b>Outcome</b> – What was the end result? What is going to happen next?

How will you use what you have learned in future situations?

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## Salesperson Application and Development Log

**Self-Rating:** Rate your performance level for each of the SKILLS you use each day.

Rating Scale: 1=Poor

2=Fair

3= Good

4= Very Good

5= Excellent

Date:	Which skill(s) did I use today?	Self Rating	What do you need to do to move your performance to a 5?