



Strategic Visions Inc.

Increasing Performance, Productivity, & Profitability

Highly Successful Salespeople Quiz

Harvard Business School Study

According to a study completed by the Harvard Business School, highly successful salespeople exhibit the eight following traits; check off those that you possess:

- Did not take “no” personally and allow it to make them feel as a failure, though disappointed, they are not devastated
- 100% acceptance of responsibility for results, no excuses, no passing the buck
- Above average ambition and desire to succeed
- High level of empathy, ability to put them selves in the prospects shoes, imagine concerns, needs, and respond appropriately
- Intensely goal-oriented, not easily distraction from goal, KFC
- Above average will power and self-discipline, cannot and give up not in vocabulary
- Impeccably honest with themselves and prospects, integrity and trust driven
- Ability to approach strangers, even when uncomfortable

Write down your answer to the following question: What do all the traits have in common?

Note: The HBS study also concluded that most people can be top sellers if they are willing to study, concentrate, and focus on their performance.

John O'Malley

205-995-8495 - jom@strategicvisionsinc.com www.strategicvisionsinc.com