

PROFILING YOUR SALES PERSONALITY

ASSERTIVENESS ASSESSMENT



Reflect back to determine how frequently you practice each of the following behaviors and check the box that corresponds to that behavior. When finished, add the point value of all your responses and use the scale at the bottom to determine your assertiveness quotient.

	ALMOST NEVER	RARELY	SOMETIMES	QUITE OFTEN	MOST OF THE TIME	
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
©2006 HOOPIS PERFORMANCE NETWORK	TALLY TOTALS	5 POINTS EACH	4 POINTS EACH	3 POINTS EACH	2 POINTS EACH	1 POINT EACH
HOW ASSERTIVE ARE YOU? (GRAND TOTAL)						

100-92=HIGHLY | 91-75=DEVELOPING | 74-46=INCONSISTENT | 45-29=SURVIVING | 28-20=DOORMAT