

PROFILING YOUR SALES PERSONALITY

CLOSING SKILLS ASSESSMENT



Think about your one-on-one interactions on the job and in your personal life. Check the box that corresponds to that behavior. When finished, add all your numbers together and use the scale at the bottom to determine what kind of closer you are.

	ALMOST ALWAYS	OFTEN	SOMETIMES	SELDOM	ALMOST NEVER
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					

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TALLY TOTALS	5 POINTS EACH	4 POINTS EACH	3 POINTS EACH	2 POINTS EACH	1 POINT EACH
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HOW ARE YOU AT SEALING THE DEAL? (GRAND TOTAL)

100-92=EFFECTIVE | 91-75=DEVELOPING | 74-46=INCONSISTENT | 45-29=STRUGGLING | 28-20=STRUGGLING