

Competitive Sales Simulation - Readiness Assessment

To determine if your company could potentially benefit from a Custom Competitive Sales Simulation, answer the follow seven questions below, then review the key at the bottom.

	Poor	Average	Excellent
1. My team's ability to effectively apply their product knowledge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. My team's ability to effectively apply their product knowledge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. My team's ability to effective apply their sales training to today's business climate	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. My team's ability to effectively apply the our company's internal tools and processes (i.e. SFDC, Case Studies, sales funnel)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5. How well does your sales team adapt to the changes in their market?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. How well does your team effectively compete against the competition?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7. Our sales managers ability to hold their reps accountable to applying the skills & knowledge they learned in sales training	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8. Our sales managers ability to effectively coach the skills and knowledge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9. My team ability to effectively leverage their Account Management Team members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<i>Total the check marks in each column</i>			
<i>Multiply</i>	X 3	X 2	X 1
<i>Column Score</i>			
<i>Total Score</i>			

Please add up your total points by allowing 3 points for every POOR mark, 2 points for every AVERAGE mark, and 1 point for every EXCELLENT mark. If your total score is:

- Between 18-27 means you could immediately benefit from a competitive simulation
- Between 9-18 means you may potentially benefit from a competitive simulation if designed around those areas where your team struggles most in applying what you have taught
- Score less than 9 means you should continue doing what you're doing to drive stronger application and adoption of the skills & knowledge you're teaching