

# Management Suitability Index – Salesperson to Sales Manager

Salesperson	Today's Date	Completed by
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**KEY:** SD = Strongly Disagree D = Disagree ? = Don't Know/Not Sure A = Agree SA = Strongly Agree

		SD	D	?	A	SA
1	Often sorts to the company's perspective before his/her own					
2	Frequently perceived by others as unselfish					
3	Looks farther into the future than other salespeople on staff					
4	Frequently anticipates future problems or needs					
5	Acts like a leader during sales staff meetings					
6	Advocates the company's point of view to other members of sales staff					
7	Is often sought out by peers for help or advice					
8	Takes new hires under his/her wing and helps them learn and grow					
9	Has respect of General Manager and non-sales department heads					
10	Enjoys helping other salespeople learn how to do things better					
11	Constantly looks for ways to contribute to company's growth and success					
12	Spends more time 'selling the rate' to prospect than to sales manager					
13	Has recruited or recommended talented people to join the sales staff					
14	Is formally recognized as a leader outside the company					
15	Has successful relationships with different types of people in company					
16	Makes helpful suggestions about how to manage individuals on staff					
17	Is fully supportive of How Selling culture (walks the walk)					
18	Add number of responses recorded in each column					
19	Multiply number on line 18 by number on line 19...	1	2	3	4	5
20	...and place result here on line 20					
21	Sum the five figures on line 20, enter in column SD, and do the math		divided by 17 =			