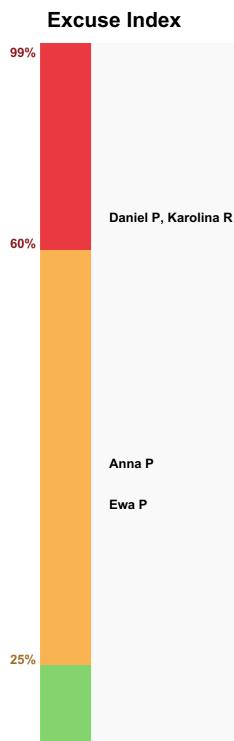
20.03.2024



Excuse Index



If there is anything else to do, they will do it first; and if there is not, they will invent something to do to avoid selling

Dislikes most of the aspects of selling and does not feel comfortable in a sales role

Sees oneself more in a support role to sales people than being responsible for selling

Prefers to do almost anything else but to engage directly in sales related activities

May prioritize less urgent tasks and, therefore, leaves sales related tasks undone

Prefers selling to be only one of their responsibilities as it consumes their energy

Does not consider oneself as an active and natural sales person

Would prefer not to be assigned sales related responsibilities that require initiative

Does not hesitate in taking action and contacting prospects

Is fairly comfortable in sales, especially if selling a familiar product/service

Likes selling to prospects who have an expressed need more than having to sell to those who have a latent need

Prioritizes selling over most other tasks as understands the importance of sales and the opportunities it provides

Considers oneself as a sales person who can sell anything; is not afraid of any obstacles



10%