

# Self Analysis

- What is your leadership style as perceived by others?
- How you see yourself does not matter. It is their perception of you that affects their behavior.
- Team evaluations
- The follower’s performance often follows the leader’s expectations (Pygmalion).
- People tend to live up to or down to the level of expectation of the leader.

# Sales Leader’s Skill Proficiency

	Needs Imp.	Meets exp.	Exceeds exp.	Action/comments
DISC literacy				
Adaptability				
Diagnostic Skill				
Situational Effectiveness				
MAP’s Complete				
Team Analysis Grid				
Using WITY as Coaching Aid				
Coaching/Mentoring Skills				
Team Closing ave. KPI				
Employee Satisfaction KPI				
Succession Planning				
Buyers Grids for key accts				
Goal Congruence/Planning				
TriMetrix literacy				
Overall Leadership Skills				
Employee Recognition				
Presentation Skills				
Use of SAP’s as coaching Aid				
Recruiting/Hiring				
Other				
Other				