THE TRUSTED SALES ENGINEER

WORKSHEET – SELF-ASSESSMENT SURVEY

|  |  |
| --- | --- |
| Your Name |  |
| Title / Company |  |
| Identified Gender |  MALE FEMALE OTHER\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Age |  16-25 : 25-30 : 31-36 : 37-45 : 46-55 : 56+ |
| Geography |  Which country/geo do you cover? |

|  |  |  |
| --- | --- | --- |
| **Factor** |  **Rank** | **Notes/Thoughts** |
| **C**redibility |  |  |
| **R**eliability |  |  |
| **I**ntimacy |  |  |
| **S**elf |  |  |

 *Please think about your CURRENT skill set and how they relate to the four Primary Trust Factors. Rank yourself from 1-strongest to 4-weakest. No ties!!*