

Management StartUP



Assess the skills and abilities of the salesperson of the business

Evaluation of Salesperson

TOOL MANUAL
SL03

ABOUT US



The staff of Online Management Solutions Ltd is trained on providing services for establishing and developing new entrepreneurial activities, as well as providing online services for businesses, and especially the media.

Our Vision

The website managementstartup.com was created by Online Management Solutions Ltd.

It stands as one of our first creations and it focuses on developing and providing research tools that can help people who are close to their entrepreneurial startup.

Management Startup was created by people with a high educational level and vast experience in the field of research and development of new tools for entrepreneurship.



GENERAL DESCRIPTION



The tool "Evaluation of Salesperson" helps the entrepreneur to assess the capabilities of the salesperson and to identify strong and weak elements. Of course, as the salesperson of the business he/she can also operate as an entrepreneur. In this case, the results generated by this tool have an even greater weighting on growth and viability.

Determination of weighting factor:

A weighting factor is determined for each category and subcategory of the information available or should be available to the salesperson. The weighting factor may take values from 0.00 (no significant factor) to 0.99 (very important factor). The total (sum) of the weighting factor for each category is equal to unit (1,00).

Grading scale:

A scale of 1 to 5 is used, wherein:

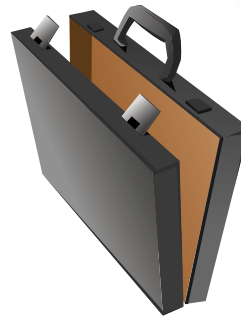
- 5: very strong point
- 4: relatively strong point
- 3: average strong point
- 2: relatively weak point
- 1: very weak point

TOOL USAGE

The tool is proposed to be used exclusively by the entrepreneur and / or the sales manager of the company.

Type of business

New Ventures
Existing Companies
Consultants
Training Organisations



Size of business

Micro
SMEs
Corporations

Field of business

Services
Manufacturing
Trade



TYPE OF TOOL: Calculator

YEAR: 2012

TIME NEEDED: 15'-20'

FREQUENCY: Occasionally



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