

Name _____

Navigating the World of Sales Managers

Open-Ended Response Questions

1. Imagine you are a Sales Manager trying to motivate a sales representative who is struggling to meet their targets. How would you approach coaching and encouraging them to improve their performance?
2. What are some challenges Sales Managers might face when negotiating deals with potential clients, and how can they overcome these challenges?
3. How does the role of a Sales Manager contribute to the overall success of a company?
4. Can you think of a real-world scenario where a Sales Manager's problem-solving skills were crucial in achieving a sales goal? Describe the situation and how the Sales Manager resolved it.

