

PRE-TRAINING EVALUATION FORM

Name of the training:	Angebotslegung
Date:	7.3. 2017
Name of the trainer:	

Please check the box which reflects your views.				
1= Strongly agree, 2 = agree, 3 = disagree, 4 = strongly disagree	1	2	3	4
I have a lot of experience with selling.				
I feel very comfortable going to business meetings.				
I can identify the specific phases of the buying cycle.				
I know how to use my knowledge of buying cycle in practice.				
I know (I have knowledge or skills) how to change the status quo in Customer(Buyer)/Seller relationship.				
I am confident that I know at what time to propose an offer/contract.				
I am confident that I can build a well thought-out offer.				
I am confident that I know how to align the content of an offer with customer's objectives.				
I am confident that I know how to adapt the offer to customer's expectations.				
I know which general terms and conditions every offer/contract should have.				
I am confident in writing a great customer-oriented cover letter.				
I am very confident that I am great at gaining the trust of customers.				
I am confident that I am great at handling difficult customers.				
I am very confident in my selling skills.				
I am very confident in my persuasive skills.				
I am very confident in my communication skills.				
I am confident that I know how to place an offer.				
I am confident that I can convey the main message of AIT and the offer.				
I am confident that I can "persuade" why our offer is better than the one of our competition.				

1. What do you expect to learn today so you can say that the training was effective and beneficial to your work? (please be as specific as possible)

Thank you for your time and feedback.