

PROFILING YOUR SALES PERSONALITY

LISTENING ASSESSMENT



Think about your one-on-one interactions on the job and in your personal life. Check the box that corresponds to that behavior. When finished, add all your numbers together and use the scale at the bottom to determine what kind of active listener you are.

	ALMOST ALWAYS	OFTEN	SOMETIMES	SELDOM	ALMOST NEVER	
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
©2006 HOOPIS PERFORMANCE NETWORK	TALLY TOTALS	5 POINTS EACH	4 POINTS EACH	3 POINTS EACH	2 POINTS EACH	1 POINT EACH
HOW WELL DO YOU LISTEN? (GRAND TOTAL)						

100-92=ACTIVELY | 91-75=DEVELOPING | 74-46=INCONSISTENTLY | 45-29=SURVIVING | 28-20=NEARLY DEAF