

Salesperson or Sales Manager?

Column A	Rating	Column B
You love to sell.	3 2 1 0 1 2 3	You love to lead.
You love the sales process.	3 2 1 0 1 2 3	You love people.
You love the spotlight.	3 2 1 0 1 2 3	You can work on the sidelines.
Cross-functional communication exhausts you.	3 2 1 0 1 2 3	You communicate well cross-functionally.
You work hard to leave early on Friday afternoon.	3 2 1 0 1 2 3	You like to work the weekend.
TOTAL: <i>Numbers to the left of 0</i>		TOTAL: <i>Numbers to the right of 0</i>
Subtract Column A's Total from Column B's Total		OVERALL TOTAL:

