

Three Learning Objectives for New Sales Reps

Candace Henne



Task One

| Task | Instructional Objective | Evaluation |
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| Identify the four main types of buyers | The sales rep can correctly describe the four main types of buyers | When given 10 different fictional scenarios with buyers, the sales rep will correctly choose the appropriate course of action from multiple choice options. Time limit of 30 minutes. |

Task Two

| Task | Instructional Objective | Evaluation |
|--------------------------------------|---|--|
| List the five daily critical reports | The sales rep can correctly list the five daily critical reports 100% of the time | The sales rep can correctly define a sales exception report is and all possible solutions to it. |

Task Three

| Task | Instructional Objective | Evaluation |
|--|--|---|
| Accurately quote current product pricing tiers | The sales rep can locate pricing lists in their Sales iPad and correctly interpret the data 100% of the time | When given 5 different products, the sales rep will correctly quote the current price |