
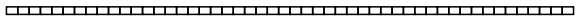


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- 11) ...are sociable, socially engaged and like to spend time with friends / family.
- strongly disagree strongly agree
- 
- (Place a mark on the scale above)
-
- 12) ...read the manual before using a new device.
- strongly disagree strongly agree
- 
- (Place a mark on the scale above)

Typical for Sales Representatives

- 13) In your opinion, which personal traits and skills are typical for sales representatives?
- _____
-
- 14) In your opinion, what annoys / frustrates sales representatives most?
- _____
-
- 15) In your opinion, what are the main motivating factors for sales representatives?
- _____
-
- 16) In your opinion, what are the goals and objectives of sales representatives?
- _____