

Learning Plan Worksheet

To use this worksheet, identify areas of uncertainty or confusion. Pose one or more narrowly defined, specific questions based on these areas of uncertainty. Then think of things you can easily and cheaply do to answer those questions. Finally, collect your answers and see if you've learned enough to be able to proceed with confidence. If not, pose another question and start again.

Here is an example of how the worksheet can be used to explore an area of uncertainty in business-to-business selling:

Question(s):	Actions(s):	Answer(s):
<p>Example:</p> <p>Which closes work best?</p>	<p>Examples:</p> <ul style="list-style-type: none"> - Ask successful salespeople. - Ask some friendly customers. - Test different close each week. 	<p>Examples:</p> <ul style="list-style-type: none"> - Salespeople say trial closes and direct closes are best. - Customers say low pressure and waiting for order is best. - So far, direct closes <u>haven't</u> outsold low- pressure approaches.

Here is the blank worksheet for you to use in exploring your own questions. It's a table constructed in Word, so if you like you can fill it in on your computer screen while in the Word program. (That way, the cells will expand to hold as much information as you want to enter.) Or you can print a hard copy of it in Word or Acrobat and fill it in by hand.

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