

High Performing Sales People have a Growth Mindset

FIND OUT IF YOU HAVE A FIXED OR A GROWTH MINDSET AND WHY IT MATTERS

Take this quiz to give you a brief insight into your own mindset. The goal is to recognise how your own default strategies and fixed mindset holds you back from being able to perform at your best every day.

1. I know what I know and there is very little for me to learn in this job.

- | | |
|--|--|
| <input type="checkbox"/> Agree | <input type="checkbox"/> Disagree a little |
| <input type="checkbox"/> Agree a little | <input type="checkbox"/> Disagree |
| <input type="checkbox"/> Don't agree or disagree | |

2. I can learn new things, but I cannot really change my basic level of intelligence.

- | | |
|--|--|
| <input type="checkbox"/> Agree | <input type="checkbox"/> Disagree a little |
| <input type="checkbox"/> Agree a little | <input type="checkbox"/> Disagree |
| <input type="checkbox"/> Don't agree or disagree | |

3. No matter how much intelligence I have, I can always evolve and learn.

- | | |
|--|--|
| <input type="checkbox"/> Agree | <input type="checkbox"/> Disagree a little |
| <input type="checkbox"/> Agree a little | <input type="checkbox"/> Disagree |
| <input type="checkbox"/> Don't agree or disagree | |

4. I like my work most when I have to face road blocks that really challenge me.

- | | |
|--|--|
| <input type="checkbox"/> Agree | <input type="checkbox"/> Disagree a little |
| <input type="checkbox"/> Agree a little | <input type="checkbox"/> Disagree |
| <input type="checkbox"/> Don't agree or disagree | |

5. I like my work best when I can do it really well without thinking too much.

- | | |
|--|--|
| <input type="checkbox"/> Agree | <input type="checkbox"/> Disagree a little |
| <input type="checkbox"/> Agree a little | <input type="checkbox"/> Disagree |
| <input type="checkbox"/> Don't agree or disagree | |

6. I like work where I am continuously learning even if I could (and often do) make mistakes.

- | | |
|--|--|
| <input type="checkbox"/> Agree | <input type="checkbox"/> Disagree a little |
| <input type="checkbox"/> Agree a little | <input type="checkbox"/> Disagree |
| <input type="checkbox"/> Don't agree or disagree | |

7. I like my work best when I can do it perfectly without any mistakes. I'm uncomfortable with mistakes.

- | | |
|--|--|
| <input type="checkbox"/> Agree | <input type="checkbox"/> Disagree a little |
| <input type="checkbox"/> Agree a little | <input type="checkbox"/> Disagree |
| <input type="checkbox"/> Don't agree or disagree | |

8. When I face challenges, I enjoy working my way around them.

- | | |
|--|--|
| <input type="checkbox"/> Agree | <input type="checkbox"/> Disagree a little |
| <input type="checkbox"/> Agree a little | <input type="checkbox"/> Disagree |
| <input type="checkbox"/> Don't agree or disagree | |

9. When I don't understand something, I feel embarrassed and stupid. I don't like asking others for help and I feel down.

- | | |
|--|--|
| <input type="checkbox"/> Agree | <input type="checkbox"/> Disagree a little |
| <input type="checkbox"/> Agree a little | <input type="checkbox"/> Disagree |
| <input type="checkbox"/> Don't agree or disagree | |

Turn over to see your results →

RESULTS

Numbers 1, 2, 5, 7 & 9

These are based on attitude towards growth being unattainable or challenging in a negative or avoidance way.

If you scored Agree a little/Agree then notice your tendency is towards fixed mindset thinking.

Numbers 3, 4, 6 & 8

These are based on attitude towards growth in a positive, accepting and welcoming way.

If you scored Agree a little/Agree then notice your tendency is towards growth mindset thinking.

REMEMBER ALL MINDSETS CAN BE MANOEUVRED TOWARDS 'GROWTH' WITH THE RIGHT TRAINING! IT ONLY TAKES A SHORT TIME TO UNDERSTAND HOW TO RECALIBRATE.

There are a myriad of resources about the value of a growth mindset. *The Growth Mindset* by Carol Dweck is the international, best selling book based on 40 years of research. She writes

"Mindsets are an important part of your personality, but you can change them. Just by knowing about the two mindsets, you can start thinking and reacting in new ways."

Sales people who adopt a growth mindset not only enhance their skills, they exceed their targets and evolve as human beings.

FIND OUT HOW TO IMPROVE YOUR MINDSET FOR GREATER SUCCESS

Charmaine Keegan, Director of Smarter Selling is an expert sales trainer and international speaker and will guide you through what over 2000 past attendees have said is the best training they've ever had to create immediate change and enable them to find new levels of high performance on a daily basis. Contact us today.

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stop talking and start listening!