

Are you managing or doing?

Just tick the box if you are managing as distinct from non managing (or doing) activities.

	Tick
1. Calling on an account with one of your salespeople to show a customer that company management are interested in their account.	
2. Making a sales presentation to a prospective customer in order to show one of your sales people how to do it.	
3. Making an independent call on a senior manager of a large account in order to cement customer relationships and promote business.	
4. Explaining how to solve a work problem which one of your people has just brought to you.	
5. Filling out a form to recommend a salary increase for a member of your team.	
6. Interviewing a prospective salesperson referred to you by an employment agency.	
7. Asking one of your sales people what he thinks about selling ideas you have had.	
8. Planning and deciding on objectives for future sales volume by account.	
9. Deciding what the cost budget request should be for your sales office.	
10. Reviewing monthly sales reports to determine progress towards specific sales objectives.	
11. Deciding whether to recommend adding an additional staff member in a new position.	
12. Designing an improved layout for the office.	
13. Asking your salespeople to establish tentative six month objectives for the number of personal sales calls to be on target accounts.	
14. Transferring an account from a Salesperson A to Salesperson B because Salesperson A did not devote the necessary effort to develop the account.	
15. Planning the extent to which your salespeople should use staff services during the next year to accomplish overall sales objectives.	

Now return to the Magic 8 Manager site and scroll down for the answers.