

# Positioning Your Salesperson



How do I position myself in my Industry Space?					
In relation to whom?	How do I position myself?	Why do I position myself like this?	How would I'd like to position myself?	What can I do about it?	Other ideas and comments?
The Marketplace					
The Customer					
My Peers					
My Company					
How am I positioned in my Industry Space?					
By whom?	How am I positioned?	Why am I positioned like this?	How would I like to be positioned?	What can I do about it?	Other Ideas and comments?
The Marketplace					
The Customer					
My Peers					
My Company					
Developing a Growth Mindset towards my Industry					
	Action Research	Facilitation	Social Media	Presentation & Speaking	Reflective Thinking & Inquiry
Why do I want to do?					
What do I hope to achieve?					
What external forces might hinder me?					
What internal forces might hinder me?					
How do I overcome them?					

*Adapted from Tables 5.1,5.2,5.3 in the book Action Research by Jean McNiff, Sage Publications 2017*