

Retail Operations and Marketing Interests: Retail Sales

Instructor: Note that these questions may require adjustment to fit the understanding of the student. Moreover, actual experience is likely to change the student's preference and make it more valid. Encourage the student to take his best guess, especially when doing this for the first time and when the student has no direct experience yet in the retail sales field.

Name: _____

Date: _____

	1 NOT AT ALL	2 MAYBE	3 YES	4 VERY MUCH
1) Do you think you would like greeting customers and checking customer purchases as they enter or leave a store?				
2) Do you think you would like helping customers find what they need and answering questions about what you are selling?				
3) Do you think you would like folding, stacking, or organizing items for display?				
4) Do you think you would like decorating or taking down displays in a store?				
5) Do you think you would like receiving boxes from a loading or storage area?				
6) Do you think you would like moving boxes to the appropriate aisles for unpacking or carrying them by using a cart or dolly?				
7) Do you think you would like preparing merchandise for display (hanging, sorting by size, security tagging, etc.)?				
8) Do you think you would like restocking items in a store?				
9) Do you think you would like applying price stickers or tags on items?				

	1 NOT AT ALL	2 MAYBE	3 YES	4 VERY MUCH
10) Do you think you would like counting or inventorying items in a store?				
11) Do you think you would like setting up and replacing signs in a store?				
12) Do you think you would like cleaning fixtures, mirrors, shelving, and furniture in a store?				
13) Do you think you would like collecting customer payments by cash, credit cards, debit cards, gift cards or checks?				
14) Do you think you would like using a cash register and price scanner to ring up customer purchases?				
15) Do you think you would like giving customers the appropriate change and a receipt from their purchase?				
16) Do you think you would like bagging, wrapping, or boxing customer purchases?				
17) Do you think you would like handling exchanges or returns of merchandise?				
18) Do you think you would like finding the price on an item for customers?				
19) Do you think you would like sorting and counting currency and coins?				
20) Do you think you would like calculating daily transactions to see if it matches with sales data at the end of your shift?				
21) Do you think you would like requesting identification from customers who are using checks or calling in for an authorization?				