

### Retail Operations and Marketing Strengths: 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 be good at greeting customers and checking customer purchases as they enter or leave a store?				
2.	Do you think you would be good at helping customers find what they need and answer questions about what you are selling?				
3.	Do you think you would be good at folding, stacking, or organizing items for display?				
4.	Do you think you would be good at decorating or taking down displays in a store?				
5.	Do you think you would be good at receiving boxes from a loading or storage area?				
6.	Do you think you would be good at moving boxes to the appropriate aisles for unpacking or carrying them by using a cart or dolly?				
7.	Do you think you would be good at preparing merchandise for display (hanging, sorting by size, security tagging, etc.)?				
8.	Do you think you would be good at restocking items in a store?				
9.	Do you think you would be good at applying price stickers or tags on items?				
10.	Do you think you would be good at counting or inventorying items in a store?				
11.	Do you think you would be good at setting up and replacing signs in a store?				
12.	Do you think you would be good at cleaning fixtures, mirrors, shelving, and furniture in a store?				
13.	Do you think you would be good at collecting customer payments by cash, credit cards, debit cards, gift cards or checks?				
14.	Do you think you would be good at using a cash register and price scanner to ring up customer purchases?				

	1 Not at all	2 Maybe	3 Yes	4 Very much
15. Do you think you would be good at giving customers the appropriate change and a receipt from their purchase?				
16. Do you think you would be good at bagging, wrapping, or boxing customer purchases?				
17. Do you think you would be good at handling exchanges or returns of merchandise?				
18. Do you think you would be good at finding the price on an item for customers?				
19. Do you think you would be good at sorting and counting currency and coins?				
20. Do you think you would be good at calculating daily transactions to see if it matches with sales data at the end of your shift?				
21. Do you think you would be good at requesting identification from customers who are using checks or calling in for an authorization?				
22. Do you think you would be good at greeting customers and checking customer purchases as they enter or leave a store?				
23. Do you think you would be good at helping customers find what they need and answer questions about what you are selling?				
24. Do you think you would be good at folding, stacking, or organizing items for display?				
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