

#### PERSONAL STRENGTHS AND WEAKNESSES WORKSHEET

The chart below will help you identify your strengths and weaknesses and will give you a better idea if you're ready to become a small business owner Examine each of the skills areas listed in the chart. Ask yourself whether you possess some or all of the skills listed in the parentheses. Then rate your skills in each area by circling the appropriate number, using a scale of 1-5, with 1 as low, 2 as between low and medium, 3 as medium, 4 as between medium and high, and 5 as high.

SALAN	Rating										
Skills	low	low medium		high							
Sales											
Pricing	1	2	3	4	5						
Buying	1	2	3	4	- 5						
Sales planning	1	2	3	4	5						
Negotiating	1	2	3	4	5						
Direct selling to buyers	1	2	3	4	5						
Customer service follow-up	1	2	3	4	5						
Managing other sales reps	1	2	3	4	5						
Tracking competitors	1	2	3	4	5						
Marketing					-						
Advertising/promotion/public relations	1	2	3	4	5						
Annual marketing plans	1	2	3	4	5						
Media planning and buying	1	2	3	4	5						
Advertising copy writing	1	2	3	4	5						
Marketing strategies	1	2	3	4	5						
Distribution channel planning	1	2	3	4	5						
Pricing	1	2	3	4	- 5						
Packaging	1	2	3	4	5						

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# **Table of Contents Personal Strengths And Weaknesses Paper**

- 1. Understanding the eBook Personal Strengths And Weaknesses Paper
  - The Rise of Digital Reading Personal Strengths And Weaknesses Paper
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Personal Strengths And Weaknesses Paper
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - $\circ\,$  Features to Look for in an Personal Strengths And Weaknesses Paper
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Personal Strengths And Weaknesses Paper
  - Personalized Recommendations
  - Personal Strengths And Weaknesses Paper User Reviews and Ratings
  - Personal Strengths And Weaknesses Paper and Bestseller Lists
- 5. Accessing Personal Strengths And Weaknesses Paper Free and Paid eBooks

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- Personal Strengths And Weaknesses Paper eBook Subscription Services
- Personal Strengths And Weaknesses Paper Budget-Friendly Options
- 6. Navigating Personal Strengths And Weaknesses Paper eBook Formats
  - o ePub, PDF, MOBI, and More
  - Personal Strengths And Weaknesses Paper Compatibility with Devices
  - Personal Strengths And Weaknesses Paper Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Personal Strengths And Weaknesses Paper
  - Highlighting and Note-Taking Personal Strengths And Weaknesses Paper
  - Interactive Elements Personal Strengths And Weaknesses Paper
- 8. Staying Engaged with Personal Strengths And Weaknesses Paper
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - o Following Authors and Publishers Personal Strengths And Weaknesses Paper
- 9. Balancing eBooks and Physical Books Personal Strengths And Weaknesses Paper
  - Benefits of a Digital Library
  - o Creating a Diverse Reading Collection Personal Strengths And Weaknesses Paper
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Personal Strengths And Weaknesses Paper
  - Setting Reading Goals Personal Strengths And Weaknesses Paper
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Personal Strengths And Weaknesses Paper
  - Fact-Checking eBook Content of Personal Strengths And Weaknesses Paper
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development

- Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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