

### Activity 8-1. Salespeople's and developers' assessments of each other.

Your role:

☐ Developer      ☐ Salesperson

Rate the person being assessed in terms of each of the characteristics listed below by circling a number from 1 (indicating no skill in the characteristic) to 6 (perfect skills in the characteristic).

<b>Developers Competency</b>						
Persists in managing and overcoming adversity	1	2	3	4	5	6
Prioritizes tasks and manages time effectively	1	2	3	4	5	6
Participates and contributes fully as a team member	1	2	3	4	5	6
Demonstrates empathy and understanding	1	2	3	4	5	6
Builds trust and demonstrates trustworthiness	1	2	3	4	5	6
Expresses intention clearly and concisely in written communications	1	2	3	4	5	6
Builds collaboration and clearly articulates intention in verbal communications	1	2	3	4	5	6
Understands and applies customer needs and expectations	1	2	3	4	5	6
Gathers customer requirements and input	1	2	3	4	5	6
Partners with other groups in gathering requirements, maintaining communication flow, and managing work	1	2	3	4	5	6
Takes a holistic view by thinking in terms of the entire system and the effects and consequences of actions and decisions	1	2	3	4	5	6
Operates with an awareness of marketplace competition and general landscape of related business arenas	1	2	3	4	5	6
Possesses general business acumen—functions of strategic planning, finance, marketing, manufacturing, research and development, and so on	1	2	3	4	5	6
Sets, communicates, and monitors project milestones and objectives	1	2	3	4	5	6
Prioritizes and allocates resources	1	2	3	4	5	6
Manages multiple, potentially conflicting priorities across various and diverse disciplines	1	2	3	4	5	6
Gathers and analyzes appropriate data and input and manages “noise” of information overload	1	2	3	4	5	6
Manages risk versus reward and return-on-investment equations	1	2	3	4	5	6
Balances established standards with need for exceptions in decision making	1	2	3	4	5	6
Aligns decisions with needs of the business organization and team values	1	2	3	4	5	6
Makes timely decisions in alignment with customer and business pace	1	2	3	4	5	6
Facilitates win-win solutions	1	2	3	4	5	6
Demonstrates and builds resilience in the face of change	1	2	3	4	5	6