

<b>SPI-Q Feedback Summary Sheet</b>	Participant Name		
Date		Role	
Client		Feedback Provider	
Objectives for the session?			
How do you describe your sales style?			
Notes on Role			
Own assessment of strengths			
Own assessment of development needs			
Comments on completing the questionnaire			
Other Notes			

Cluster	Attribute	Main Profile: Notes on Evidence / Response
Compelling Relationships	Impact	
	Insight	
	Attentiveness	
	Initiation	
	Influence	
	Social Leverage	
	Negotiation	
Perceptive Reasoning	Research	
	Agility	
	Creativity	
	Structure	
	Quality Orientation	
	Rational	
	Specialist	
Channelled Energy	Authenticity	
	Resilience	
	Self Belief	
	Recovery	
	Motivation	
	Sales Drive	
Cluster	Attribute	Exploratory Profile: Notes on Evidence / Response
Compelling Relationships	Credibility	
	Client Engagement	
Perceptive Reasoning	Exploration	
	Pursues Learning	
	Judgement	