**Delegate Post-Exercise Reflection**

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| **Your Name:** |  | **Date of Exercise:** |  |

Complete the following post–exercise reflection & learning questions

1. What was the Buyers DiSC Profile type AND their Buying style?

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1. Which buying triggers or signals did you observe or hear? List them below

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1. List the buyer’s main objection types to any proposals?

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1. Indicate which of the statements below is most applicable to describe how you handled the buyer’s objections:
2. I definitely handled all objections to conclusion
3. I dealt with most of the objections at the time
4. I dealt with some of the objections but left some issues unresolved
5. I acknowledged the objections but didn’t overcome the issues in time
6. Not at all / Not sure?
7. . What could you have done differently to have been more effective in the meeting?

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1. Going forward, give *at least two examples* of how you might improve the quality and effectiveness of similar prospect/customer meetings in the future

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