

Econ 336, F09  
IC#1, W 8/26

## Round Table Activity

Divide up in to teams of 2-4 students per team. Take turns passing a sheet around with each of you writing words, phrases, terms that come to your mind when you think of a "salesperson". No duplicate things can be written.

### Main pts

1. These descriptions can be either + or - (see notes).
2. Many people have preconceived - perceptions about salespeople based on previous experiences.
3. After taking this class, you will learn how to be a 'professional' so others will have only + things to say about you.
4. You may have to deal w/ - perceptions about salespeople => don't take them personally and work hard to overcome them.