

Salesmanship





This workbook can help you but you still need to read the merit badge pamphlet.

This Workbook can help you organize your thoughts as you prepare to meet with your merit badge counselor. You still must satisfy your counselor that you can demonstrate each skill and have learned the information. You should use the work space provided for each requirement to keep track of which requirements have been completed, and to make notes for discussing the item with your counselor, not for providing full and complete answers. If a requirement says that you must take an action using words such as "discuss", "show", "tell", "explain", "demonstrate", "identify", etc, that is what you must do.

Merit Badge Counselors may not require the use of this or any similar workbooks.

No one may add or subtract from the official requirements found. The requirements were last issued or revised in 2014	,
Scout's Name:	Unit:
Counselor's Name:	Counselor's Phone No.:
http://www.USScouts.Org •	http://www.MeritBadge.Org
Please submit errors, omissions, comments or suggestions Comments or suggestions for changes to the requirements for the	
Do the following:	

a.

following:
Explain the responsibilities of a salesperson and how a salesperson serves customers and helps stimulate the economy.
Responsibilities:
How a salesperson serves customers:

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·	Helps stimulate the economy:.
L	
b.	Explain the differences between a business-to-business salesperson and a consumer salesperson
2. Explain	why it is important for a salesperson to do the following:
a.	Research the market to be sure the product or service meets the needs of customers.

Salesmanship	Scout's Name:			
b.	Learn all about the product or service to be sold.			
C.	If possible, visit the location where the product is built and learn how it is constructed. If a service is being sold,			
	learn about the benefits of the service to the customer.			
d.	Follow up with customers after their purchase to confirm their satisfaction and discuss their concerns about the product or service.			

lesman	ship	Scout's Name:
3. <u>V</u>	Nrite ar	nd present a sales plan for a product or service and a sales territory assigned by your counselor.
4. N	Make a	sales presentation of a product or service assigned by your counselor.
	viano a	balloc procentation of a product of control designed by your countrols.
		E of the following and keep a record (cost sheet). Use the sales techniques you have learned, and share your not with your counselor:
	a.	Help your unit raise funds through sales of merchandise or of tickets to a Scout event.
] b.	Sell your services such as lawn raking or mowing, pet watching, dog walking, snow shoveling, and car washing to your neighbors. Follow up after the service has been completed and determine the customer's satisfaction.
	c.	Earn money through retail selling.

Salesm	alesmanship Scout's Name:				
		of the following:			
	□ a.	Interview a salesperson and learn the following:			
		What made the person choose sales as a profession?			
			_		
			_		
		2. What are the most important things to remember when talking to customers?			
		2. How in the product or coming cold?			
		3. How is the product or service sold?			
			_		
			_		
			_		
			_		

Salesmanship		Scout's Name:
	4.	Include your own questions.
	Inter	view a retail store owner and learn the following:
	1.	How often is the owner approached by a sales representative?
		What good traits should a sales representative have?
		What habits should the sales representative avoid?

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	3.	What does the owner consider when deciding whether to establish an account with a sales representative?
	4.	Include at least two of your own questions.
7. Investiga	ate ar	nd report on career opportunities in sales, then do the following:
	Prep	pare a written statement of your qualifications and experience. Include relevant classes you have taken in
	scho	ool and merit badges you have earned.

b.	Discuss with serve in a sal	your counselor what education, experience, or training you should obtain so you are prepared to es position.
	Education:	
	Training:	
	Experience:	

Scout's Name:

When working on merit badges, Scouts and Scouters should be aware of some vital information in the current edition of the *Guide to Advancement* (BSA publication 33088).Important excerpts from that publication can be downloaded from http://usscouts.org/advance/docs/GTA-Excerpts-meritbadges.pdf.

You can download a complete copy of the Guide to Advancement from http://www.scouting.org/filestore/pdf/33088.pdf.

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