

1. Dear Students,

Please watch the video below and respond to my questions

1. Summarize what you get from this video with 50 words or more.

[https://youtu.be/gp65lSI8\\_94](https://youtu.be/gp65lSI8_94)

2. From what you have learned in Chapter 1 - Overview of Selling and from your own experience, please share with us what qualities you already have and what qualities you want to improve to be a successful salesperson. Also, please explain why you think these qualities are important for being a successful salesperson.

Best,

Prof. Dr. Pham