

Switched-On Internet Marketing

Pre-Course Questionnaire

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|---|----------------|-------|----------|---------------------|
| 1. I am comfortable and confident setting goals. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 2. I am a successful and effective marketer. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 3. I am creative and enjoy developing websites. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 4. I capably and effectively develop all the elements of my website. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 5. I easily and effectively develop my marketing plan. | Strongly agree | Agree | Disagree | S Strongly Disagree |
| 6. I translate my marketing plan into action. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 7. I listen to other's comments and ideas. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 8. I easily and clearly understand and can explain my purpose, direction and story. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 9. I create effective and appropriate questions. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 10. I answer objections before they are asked. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 11. I successfully handle feelings of rejection. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 12. I am comfortable asking my customers for feedback on my products and services. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 13. I am comfortable and confident offering upsells. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 14. I am comfortable asking my customers to refer me to their network. | Strongly agree | Agree | Disagree | Strongly Disagree |
| 15. I am a successful and prosperous marketer. | Strongly agree | Agree | Disagree | Strongly Disagree |