



Practical-13

You being a Team leader have been given an assignment from your company to sell product (laptops), Please describe the parameters of your prospective team as per the requirements so that your task is completed within the given time frame(to sell a minimum number of laptops).

Objectives

After completion of this practical, you will be able to

- lead the team as per each member's competence and capability to get the best results;
- take collective responsibility of success or failure of the team.

Pre-requisite

- The team leader should know all details/aspects/ information/technical aspects of the product to be sold.
- The team leader should have first hand information regarding their strength and weakness of each team member.
- The team leader should keep in mind the desired result and other requirements before finalizing the mode of operation of the team.

Procedure

- Team leader should read brochures / detailed information of the product on site. He should make sure that each team member is also aware about the product.
- Team leader has to give training and guidance to the members of the team regarding the task so that they are able to sale the product.
- Small targets/areas should be assigned to be each team member.
- Take regular feedback of the work done by each team member and take appropriate action there after.



Notes

Do's and Don'ts

- The team leader should not hurt the feelings of his team members if he gets to know his fault or weakness.
- The team leader should try to involve all the members in a task without any discrimination.

Learner's Observations

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Instructor's signature