Early Termination

Name

Institution

Early Termination

My experience at my placement position was insightful as it functioned as a learning process. It afforded me the opportunity to learn more about my future profession while equipping me with the necessary skills. Through the placement, I got to learn much more about sales as I worked as a salesperson. The company that I had my placement deals in car sales and this meant that I had to interact with customers regularly and skillfully so as to influence them to purchase from the company. Through this, I found an avenue to learn about my future profession in the business world while gaining important insights first-hand that will go towards molding me in my career path.

While I received no early termination since I still work at the company with my contract to be renewed as soon as the first lapses, I learned that there are certain things that I need to improve on if I have to avoid any early terminations in the future. For instance, I have to be consistently early at work to show that I am committed to the company. Moreover, showing up early will allow me the opportunity to be effective in my duties as it will gift me with time to prepare for the day's responsibilities. Failure to be consistent regarding time resulted in early termination as I witnessed other colleagues' contracts terminated as early as the first week of commencing work.

Secondly, I need to sharpen my communication skills so as to attract more customers and make more sales. While I have the opportunity to still work with the company with a possible contract renewal, I was made aware that there are people that have previously been relieved of their duties due to poor communication skills. This is because poor communication skills meant poor sales as one could not manage to convince a client to purchase a car from the company.

I also need to avoid clutter when on duty. Clutter in this sense means items that may lead to disruptions such as mobile phones that tend to divert our attention when at work. Clutter can make an individual lose concentration as attention is taken elsewhere, leaving clients unattended to thus affecting sales. This does not also aid the relationship between the company and the clients as it will mean company employees do not care about the clients. Such a perception is detrimental and may earn an individual an early termination of contract should he/she be suspected to have made such a mistake. Through these improvements, I believe I will avoid the risks of early termination.

My takeaways from the experience include the decision to engage in ongoing learning processes so as to increase my knowledge concerning sales. I gathered from my experience that the practice of sales is not just a job but is a skill in which one needs to specialize. Due to this, I will use every possible opportunity such as meet-ups, blogs, and other relevant avenues to learn more about my placement so as to be more effective.

My other key takeaway is that discipline is important in all endeavors. Through discipline, one can adhere to company policies such as arriving early for work and avoiding unnecessary actions such as early terminations. It is also important to note that discipline as a factor can not only be useful in my placement, but also in other areas of existence. As such, it suffices to indicate my placement at the car company was an interdisciplinary experience that offered me the opportunity to relate what I learn in class with my profession while also teaching me to develop desirable characters and performances so as to avoid early terminations.