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Socratic Selling shows you how to access that power, to cooperate with it, and to make it work for you. Plan your Sales Call. The Socratic approach respects the power of the customer. Making the sales Socratic Method: A method of teaching or discussion, as used by Socrates, in which one asks a series of easily answered questions that inevitably lead the answerer to a logical conclusion. Build a relationship with your customers and close the sale more surely. Respect the customer Help the customer think Help the customer make isions. End of chapter notes Begin with a Socratic opener: Say you are prepared Socratic selling: how to ask the questions that get the sale: Daley, Kevin, Free Download, Borrow, and Streaming: Internet Archive The Socratic Selling Method is a powerful approach to sales that focuses on asking strategic questions to guide potential customers towards making a purchasing ision. Inside you will discover how to: Open a sales dialogue dynamically, so that you and your customer go right to the heart of the matter. ERC Selling – Socratic Selling Skills. The customer As with any new skill, the Socratic Selling Method requires lots of practice and refining to our vocabulary, personality, and philosophy of doing business. R. Steps for a Successful Sales Dialogue. Inside you will discover how to Socratic Selling shows you how to access that power, to cooperate with it, and to make it work for you. Active ListeningMissing: free Readers will discover how to: Open a sales dialogue dynamically, so that the salesperson & customer go right to the heart of the matter; guide the dialogue through a discovery of Missing: free The Socratic Selling Method is a powerful approach to sales that focuses on asking strategic questions to guide potential customers towards making a purchasing isionMissing: pdf Kevin Daley, Click to preview. Guide the dialogue through a discovery of needs and needed isions Support the Socratic Approach. This method is rooted in the Socratic method of teaching, which was developed by the ancient Greek philosopher Socrates The Socratic approach respects the power of the customer. The customer has the need, the power, and the ision-making authority. The Socratic Opener.

 Difficulté Difficile

 Durée 111 heure(s)

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