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## Tactics for Overcoming Sales Objections

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**Assessment 12**

**Total Marks: 30**

**Answer these following Questions**

1. Identify which the steps can you take to build your credibility?
2. Which objections are that you encounter most frequently?
3. Which responses develop when prospective buyers throw you a curve?
4. Discuss the disarm objections with proven rebuttals that get the sale back on track.
5. How to recognize a prospect is ready to buy?
6. How working with your sales team can help you succeed.