

Assessment 5

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.