

**Socratic Selling: How To Ask The Questions That Get  
The Sale By Kevin Daley**

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### **Pedantic or socratic? | the wiglaf journal**

As far as sales is concerned, best approach depends on the type of offering provided. The key difference between pedantic selling and Socratic selling lies in what you want to know is what size they are, where to get them, and how much they cost. Asking questions to discover and change their perspective is the essence of

### **Socrates teaches us to ask the right questions for the right proposal**

Open-ended questions are the keys to Socratic Sales Success. Socratic selling is the opposite of the average car salesman — you don't sell features. You are to get that e-signature at the end of your business proposal.

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Kevin Daley - Socratic Selling: How to Ask the Questions That Get the Sale jetzt kaufen. ISBN: 9780786304554, Fremdsprachige Bücher - Marketing.

### **The untapped power of sales discovery skills - mikekunkle.com**

I'm just saying that if a rep is getting decent results (they're average – middle of the In Communispond's Socratic Selling course, they teach the standard Ask (primarily open questions, for discovery), listen, observe (if in

### **The socratic method – selling fearlessly**

Robert Half once said, "Asking the right questions takes as much skill as giving the more information a salesperson elicits from a prospect, the better her chances to close the sale. "How did you get into this business?"

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Socratic Selling: how to ask the questions that get the sale. Kevin Daley, Irwin Professional Publishing. Socratic Method: A method of teaching or discussion,

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### **Socratic questioning - changing minds**

Socratic questioning seeks to get the other person to answer their own questions. Socrates was one of the greatest educators who taught by asking questions and thus

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Socratic Selling shows salespeople how to build a relationship with the customer and close the sale more surely. The Socratic approach respects the power of

### **The socratic method - most powerful sales technique of all time**

His "Socratic Method" involved asking questions which would eventually compel an answer. The customer responds; "I'm looking for something that gets good gas

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### **Kevin daley | professional profile - linkedin**

Well-known author of "Socratic Selling: How To Ask The Questions That Get the Sale", "The Full Force of Your Ideas: Mastering The Science Of Persuasion",

### **Spin questioning technique - youtube**

SPIN Selling Explained: Asking the BEST Sales Questions - Joe Girard Open Ended Questions For Sales

### **30 questions you need to ask customers - article - f&i and showroom**

Invite customers to talk about their needs and concerns by asking questions that Socratic Selling The whole idea of needs-based selling is to allow you to show customers how a product will benefit them specifically, versus making a sales pitch. . Think I'll just smile and get to know them and basically do what ive been

### **How to ask questions that close the sale | selling tactics**

Learning them doesn't happen by asking random questions, however. Socratic Selling applies this principle in the sales call setting. conducted a test that compared the sales of trained salespeople against those who didn't get the training.

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### **Selling like socrates... - professional skills workshops and**

We all know that the best salespeople ask more questions and listen better than the first sales trainer and I share with you a few thoughts that I think work even now. Get approval with an easily answered question:.

### **After you ask this one question, you can ask your prospect anything**

I first learned about the "need for approval" as one of many sales weakness when Salespeople must ask the questions that get prospects to open up about areas of . Asking tough questions is the key to consultative selling.

### **Socratic selling: how to ask the questions that get the sale**

Editorial Reviews. From the Back Cover. This is the decade of the customer. You cannot learn too much about the customer. By their own admission, most

### **Mastering the world of selling: the ultimate training resource from**

Additionally, the book Socratic Selling has been a huge success. Sales Tip One: Don't rush to solve objections too quickly. Ask questions to ensure that(1)

### **What are the best open-ended questions to ask in sales?**

We've talked about Socratic sales in the past, but with our current focusing on Socratic Selling The thing is, you've got to ask the right kinds of questions to get the answers that will help you build a business relationship.

### **Seven steps to selling saas like socrates - it's about solutions, not**

Seven Steps to Selling SaaS like Socrates – it's About Solutions, Not Products! His method of teaching was to ask probing, open-ended questions that enabled They also think that you can get from Point A to Point B right away, even if there Bring sales and marketing teams back into the conversation.

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SELLING BY LISTENING—SOCRATIC SELLING We have now come from The trick is to ask questions and listen, and again ask questions and listen. The more you find out about the customer, the better you can tailor your sales approach to

### **3 simple questions that boost closing rates - business brief**

The value of Socratic selling lies in the type of questions it teaches you to ask Get the latest sales & marketing news and insights you need to

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The best way to find these things out is to ask them! 4 Benefits Of Asking Questions In Sales: Makes You Look Smart = If you just close your

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