



# Fiche produit du GUIDE DE CONVERSATION d'une page

*This one pager template covers product selling conversation guide including SPIN questions*



**SPIN** is an acronym derived from:

**S**ituational Question;

**P**roblem Question;

**I**mplication Question;

**N**eed-Payoff Question.

## Situational Question

Sales reps will be posing generic questions finding a signal to move on. Any issue that comes under this step is relevant to the commodity of the seller but does not explicitly apply to it.

### EXAMP

How do you automate **le**gs in your sales cycle?

Add text here

(In this example, we'll be selling a computer software)

## Problem Question

Ask about the possibility of the dilemma they are facing because of their present situation. This would encourage the prospect or prospective buyer to feel more confident with the salesperson, leading to a better interaction.

### EXAMPLE

What challenge do you face during your current plan of this tool?

Add text here

## Need/Pay-Off Question

Seek to address consumer problems and persuade them to purchase the drug. That is the most critical aspect of the technique for selling SPIN, because it decides if the prospect is interested in the product. If you have listened sincerely to the circumstance of your future buyer, you do not have to clarify your idea thoroughly

### EXAMPL

What if you could cut **de**wn on time spent on a process through automation?

Add text here

## Implication Question

She poses several abstract questions. Such concerns suggest that the challenges of their customers can be addressed using their product or service. There is, however, a fine line between asking them an indirect question that frames them as an answer, and questioning their existing ways of doing stuff

### EXAMPLE:

If you fail to put that data in the sheets, what would happen?

Add text here

## THE ADVANTAGE OF SPIN SELLING

Add text here



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# Breacutesilien Guide De Conversation

**Pedro Carolino, James Millington**



## **Breacutesilien Guide De Conversation:**

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