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The Spin Selling Fieldbook Practical

The SPIN Selling Fieldbook is your guide to the method that has revolutionized big-ticket sales in the United States and globally. It's the method being used by one-half of all Fortune 500 companies to train their sales forces, and here's the interactive, hands-on field book that provides the practical tools you need to put this revolutionary method into action immediately.

The SPIN Selling Fieldbook: Practical Tools, Methods ...

Written by the pioneering author of the original bestseller, "SPIN Selling," this book is aimed at making implementation easy for companies that have not yet established SPIN techniques. It will also enable companies that are already using the method to reinforce SPIN methods in the field and in coaching sessions.

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The SPIN Selling Fieldbook is your guide to the method that has revolutionized big-ticket sales in the United States and globally. It's the method being used by one-half of all Fortune 500 companies to train their sales forces, and here's the interactive, hands-on field book that provides th Put into practice today's winning strategy for achieving success in high-end sales!

The Spin Selling Fieldbook: Practical Tools, Methods ...

Purchasing the SPIN Selling Fieldbook at the same time is worthwhile and will certainly help you to do this as it gets you to create your own questions and is full of tests and checks to ensure that you really have understood the concepts and can apply them.

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Enter 'SPIN Selling' - this book delivers where all of those other books have failed. In this book is a solid layout of how you should structure your sales calls, and not only that, but data to back up their claims and examples to on how to lead.

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It simply introduces the concepts of the SPIN selling, gives you a lot of examples, then guides you on how to implement to concepts. This textbook (Fieldbook) is a must for every salesperson regardless of industry or level. You can use the exercises and the activities according to your needs.

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Spin Selling Fieldbook - Neil Rackham

The SPIN Selling Fieldbook includes: Individual diagnostic exercises Illustrative case studies from leading companies Practical planning suggestions Provocative questionnaires Practice sessions to prepare you for dealing with challenging selling situations Written by the pioneering author of the original bestseller, SPIN Selling, this book is aimed at making implementation easy for companies that have not yet established SPIN techniques.

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The SPIN Selling Fieldbook includes: Individual diagnostic exercises Illustrative case studies from leading companies Practical planning suggestions Provocative questionnaires Practice sessions to prepare you for dealing with challenging selling situations Written by the pioneering author of the original bestseller, SPIN Selling, this book is ...

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SPIN Selling strategy would contend that the purpose of the opening is to gain the buyer's agreement to ask questions, to establish a buyer-centered purpose (most important) and communicate who you are and why you are there. And remember do not introduce your solution too soon. It's all about Obtaining Commitments

SPIN Selling - A Summary

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The SPIN Selling Fieldbook: Practical Tools, Methods ...

Details about The SPIN Selling Fieldbook: Strategies and tools that guarantee big-ticket sales! Neil Rackham's national bestseller SPIN Selling revolutionized high-end selling. Now, The SPIN Selling Fieldbook shows you how to actually put into practice the proven tools and techniques outlined in that cutting-edge guide.

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The SPIN Selling Fieldbook: Practical Tools, Methods, Exercises and Resources Neil Rackham. 4.5 out of 5 stars 192. Paperback. \$35.08. Usually dispatched within 4 to 5 days. Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal Oren Klaff.

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The SPIN Selling Fieldbook: Practical Tools, Methods ...

SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in many of today's leading companies with dramatic improvements to their sales performance.

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