

SPIN Selling

S

SITUAÇÃO:

Colete informações sobre seu cliente.

P

PROBLEMA:

Ajude o prospect a identificar suas principais dores.

I

IMPLICAÇÃO:

Apresente as consequências de não resolver esse problema.

N

NECESSIDADE:

Mostre o cenário ideal com o uso da sua solução, mas de modo que ele conclua sozinho o que é melhor.

Spin Selling

Marc Miller, Jason Sinkovitz



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