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# **Sales Role Play**

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impact of sales role-play performance on students' performance in mock interviews. We conducted an exhaustive review of sale

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s role-play (see Table 1 ...

The sales playbook is a critical tool for any winning sales team, acting as a single

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source of knowledge for everyone involved in the sales process. The best sales playbooks are concise, easy to use and provide step-by-step instructions for

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helping salespeople to close more deals.

Sales role-play - an improvisation game where your sales team interacts with

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individuals acting out the role of different customer archetypes - is an underrated tool for preparing your team for the unexpected. Having a happy customer who knows

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exactly what they want and intends to buy it is great, but you need to be ready for any customer scenario .

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**Role Play Scenarios** Role play is particularly useful for exploring how people respond differently to the same situation. It allows you to get a feel for the type of

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communication that will help to resolve a situation, and the ways in which things can be made worse.



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