

4 best sales role-play games for your team



1. Different types of customers

Use customer personas for this game or focus on different types of people you encounter (or different stages of the funnel).

For example, one of your customer personas is Joanna, the CTO.

How does the usual sales process go with customers like her? Which objections does she raise?

2. Themed sales role-play

Role-play on a specific theme/aspect of sales.

For example, have one of your sales pros pretend to be a customer who's interested in the product but has objections.

You can also try role-playing a negotiation with the buying committee.

3. Extreme sales scenarios

What happens when a prospect is argumentative? What if a high-value deal is stuck in the pipeline, and there seems to be no way of moving it?

Work through the most **demanding** scenarios, and it'll be much easier for your team to handle the day-to-day challenges.

4. Negotiation role-plays

For example, each sales professional could write down one weakness they'd like to work on (e.g., being too willing to offer discounts) and work around them during the role-play.

Similarly, you could role-play negotiating with **challenging** prospects or prospects in talks with your competitors.

Sales Role Play Scenarios Examples

Jiyuan Zhang



Sales Role Play Scenarios Examples:

Unveiling the Power of Verbal Art: An Psychological Sojourn through **Sales Role Play Scenarios Examples**

In some sort of inundated with screens and the cacophony of fast transmission, the profound energy and psychological resonance of verbal artistry often diminish in to obscurity, eclipsed by the regular barrage of noise and distractions. Yet, nestled within the lyrical pages of **Sales Role Play Scenarios Examples**, a charming perform of fictional brilliance that impulses with raw emotions, lies an unique trip waiting to be embarked upon. Penned by way of a virtuoso wordsmith, that magical opus books readers on an emotional odyssey, gently exposing the latent possible and profound affect embedded within the complex web of language. Within the heart-wrenching expanse of the evocative analysis, we shall embark upon an introspective exploration of the book is central styles, dissect their interesting publishing type, and immerse ourselves in the indelible effect it leaves upon the depths of readers souls.

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