

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

Léo Pomar



Sales Role Play Scenarios Examples:

Unveiling the Energy of Verbal Beauty: An Emotional Sojourn through **Sales Role Play Scenarios Examples**

In some sort of inundated with displays and the cacophony of immediate connection, the profound power and emotional resonance of verbal beauty often disappear into obscurity, eclipsed by the constant onslaught of noise and distractions. However, set within the lyrical pages of **Sales Role Play Scenarios Examples**, a charming function of fictional brilliance that pulses with raw thoughts, lies an remarkable trip waiting to be embarked upon. Penned by way of a virtuoso wordsmith, this exciting opus manuals visitors on a psychological odyssey, softly exposing the latent possible and profound impact embedded within the intricate internet of language. Within the heart-wrenching expanse of this evocative evaluation, we can embark upon an introspective exploration of the book is central subjects, dissect their captivating writing style, and immerse ourselves in the indelible impression it leaves upon the depths of readers souls.

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