

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

JL Elias



Sales Role Play Scenarios Examples:

Whispering the Strategies of Language: An Emotional Journey through **Sales Role Play Scenarios Examples**

In a digitally-driven earth wherever monitors reign great and instant interaction drowns out the subtleties of language, the profound strategies and mental nuances hidden within phrases frequently go unheard. However, situated within the pages of **Sales Role Play Scenarios Examples** a charming fictional prize pulsing with raw feelings, lies an extraordinary journey waiting to be undertaken. Published by a skilled wordsmith, this enchanting opus attracts viewers on an introspective journey, softly unraveling the veiled truths and profound impact resonating within the very material of every word. Within the emotional depths with this touching evaluation, we can embark upon a honest exploration of the book's primary themes, dissect its interesting writing style, and succumb to the powerful resonance it evokes strong within the recesses of readers' hearts.

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