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?

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.

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.

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

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Role-Playing for Sales: Champions From Practice to Performance Gerard Assey, 2024-08-03 Role Playing for Sales Champions From Practice to Performance is your ultimate guide to mastering sales through the power of role playing Designed for both novice and seasoned professionals this comprehensive book equips you with practical tools and techniques to excel in every sales scenario Dive deep into the importance of role playing learn how to create realistic scripts and practice with tailored scenarios for B2B B2C and Retail sectors Discover advanced techniques for handling difficult customers negotiating deals and closing sales effectively This guide also includes detailed evaluation forms checklists and templates to ensure continuous improvement Whether you re aiming to boost your confidence enhance your communication skills or achieve unparalleled sales success Role Playing for Sales Champions will be your go to resource Transform your sales approach and become a true champion in your field with this essential handbook Also a great Resource for Sales Managers Sales Trainers and Coaches Mastering Behavioral and Scenario-Based Interviews Adrian Fellows, 2024-08-14 Unlock Your Dream Job How to Ace Behavioral and Scenario Based Interviews and Transform Your Career Are you ready to take your career to the next level but need help navigating the interview process In today's competitive job market mastering behavioral and scenario based interviews can be the key to unlocking your dream job Unlocking Success Your Ultimate Guide to Mastering Behavioral and Scenario Based Interviews is a powerful resource that will transform your interview game and propel you to new professional heights Benefits of Reading This Book Learn the proven STAR technique to effectively articulate your experiences in a way that leaves a lasting impression on interviewers Discover effective preparation strategies to tailor your responses to the role's specific needs and showcase your soft skills Gain the confidence to handle difficult questions and navigate challenging scenarios easily Receive industry specific insights and tailored advice for different sectors What s Inside Benefit The STAR Method Simplified Emotional Word Effective Preparation Strategies Life changing Effect Showcasing Your Soft Skills Benefit Mastering Difficult Questions Emotional Word Industry Specific Insights Life changing Effect Strategic Partner in Navigating Complex Interviews Included in the Book Insider tips from industry veterans Real world examples and practice scenarios Advice on adapting your interview approach for different sectors Don t let nerves or uncertainty hold you back Unlocking Success Your Ultimate Guide to Mastering Behavioral and Scenario Based Interviews With this book as your roadmap you li be equipped to confidently face any interview challenge and secure the job of your dreams Step into your future with confidence and unlock your dream job The Sales Playbook: Scripts and Tactics That Win Deals Ajah Excel, 2025-01-22 Sales success isn t about luck it s about having the right tools strategies and words to seal the deal The Sales Playbook Scripts and Tactics That Win Deals is your ultimate resource for mastering the art of selling from the first conversation to the final handshake This book is packed with proven techniques powerful scripts and actionable tactics designed to help you navigate every stage of the sales process with confidence Whether you re new to sales or a seasoned pro this guide will sharpen your skills boost your conversion rates and set you apart from the competition Inside you ll discover Scripts for prospecting cold calling and email outreach that grab attention and spark interest Strategies for overcoming objections and turning no into yes Tips for building rapport fostering trust and creating long term client relationships Techniques for closing deals with precision and confidence Insights on using storytelling emotional intelligence and personalization to win over buyers How to adapt your approach for different industries buyer personas and deal sizes With real world examples step by step guidance and customizable scripts The Sales Playbook is more than a book it s your go to manual for sales success If you re ready to supercharge your sales skills outshine the competition and win more deals this is the playbook you we been waiting for Success is in your hands let this guide show you how to achieve it

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