



MODULE SEVEN ASSESSMENT GUIDE

module seven

HANDLING OBJECTIONS AND CLOSING SALES





LESSON 1:

UNDERSTANDING HOW TO HANDLE REJECTION IN SELLING

Q1. You just got rejected on the phone by a prospect and things have gotten worse for the day. What are the necessary things you need, to prepare you for success the next day?



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LESSON 2:

COMMON OBJECTIONS AND HOW TO HANDLE THEM

Q2. Firstly, what do you understand by an objection?



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LESSON 3:

HOW TO CLOSE SALES

Q3. After building rapport, qualifying a prospect, identifying their needs and proffering solutions. How would you ask the prospect for the money? Write down at least 3 examples.



| own at least 3 examples. | |
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