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## Chapter 5 Strategic Prospecting and Preparing for Sales Dialogue

### MULTICHOICE

1. Which statement provides the best rationale for prospecting for new business for most salespeople?

- (A) to stay ahead of the competition
- (B) to keep sharp by practising selling skills
- (C) to replace lost customers and achieve sales growth targets
- (D) to keep productivity high by filling in the time between sales calls on existing customers

**Answer :** (C)

2. Which statement provides the best rationale of allocating time for prospecting for new business on a consistent basis?

- (A) The process of converting prospects to customers often takes much longer than expected.
- (B) Selling skills take a long time to develop but are lost quickly during periods of inactivity.
- (C) Achieving sales growth targets is a priority for most salespeople all year long.
- (D) Prospecting for new business can be very time-consuming, so it is better to leave it until times of inactivity.

**Answer :** (A)

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