

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

Jin-Ying Zhang



Sales Role Play Scenarios Examples:

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

In a digitally-driven earth wherever screens reign great and instant communication drowns out the subtleties of language, the profound strategies and emotional nuances concealed within phrases usually get unheard. However, nestled within the pages of **Sales Role Play Scenarios Examples** a fascinating literary treasure sporting with natural emotions, lies an exceptional journey waiting to be undertaken. Written by a skilled wordsmith, this enchanting opus encourages viewers on an introspective journey, gently unraveling the veiled truths and profound affect resonating within the very cloth of every word. Within the mental depths with this poignant review, we shall embark upon a honest exploration of the book is primary styles, dissect their fascinating writing fashion, and succumb to the strong resonance it evokes heavy within the recesses of readers hearts.

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