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Chapter Four—Communication Skills

Learning Outcomes

After completing this chapter, you should be able to:

1. explain the importance of collaborative, two-way communication in trust-based selling.
2. explain the primary types of questions and how they are applied in selling.
3. illustrate the diverse roles and uses of strategic questioning in trust-based selling.
4. identify and describe the five steps of the ADAPT questioning sequence for effective fact-finding and needs discovery.
5. discuss the four sequential steps for effective active listening.
6. discuss the superiority of pictures over words for explaining concepts and enhancing

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