

# 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

**A Gutmann**



## **Sales Role Play Scenarios Examples:**

*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 ll 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

*Sales and Revenue Generation in Sport Business* David J. Shonk, James F. Weiner, 2021-10-21 The ability to generate sources of revenue continues to be the most important skill for individuals working in the sport industry Sales and Revenue Generation in Sport Business With HKPropel Access provides a comprehensive overview of the many ways in which sport organizations generate revenues and it teaches students the practical concepts they will need for success Going beyond theoretical concepts of sales and sales management the authors present an applied approach to revenue generation in sport the PRO method of sales PROspect PRObe PROvide PROpose PROtect Students will learn how this proven five step process for generating revenue is applicable across all avenues in sport business including ticket sales broadcasting and media revenue sponsorships corporate giving and foundation revenue fundraising and development grant writing concessions merchandising and social media The text covers how this sales strategy can be applied across the broad industry of sport from professional sport and intercollegiate and interscholastic athletics to amateur sport and organizations in recreational settings equipping students for meaningful careers with longer lasting success within any segment of the sport industry they enter Throughout the text themed sidebars provide examples of industry best practices and successful sales strategies Case studies in each chapter plus discussion questions enhance the learning experience Plus related online learning activities delivered through HKPropel offer practical interactive scenarios

that will better prepare students to enter the sport industry Organized by function of revenue generation each section offers a video an interactive scenario activity that can be assigned by instructors and sales script templates that may be downloaded and edited for a specific application Sales and Revenue Generation in Sport Business is designed to give students the practical knowledge they need to understand the sales process and how to successfully apply the PRO method of sales Armed with this foundational knowledge they will be better prepared to begin and succeed in a career in sport business Note A code for accessing HKPropel is not included with this ebook but may be purchased separately

**Hiring Sales Winners** Gerard Assey,2023-10-16 Hiring Sales Winners The Ultimate Guide to Hiring Top Performing Sales Talent is a comprehensive and practical resource designed to transform your sales hiring process and enable you to attract assess and hire exceptional sales professionals This guide takes you through every step of the hiring journey from understanding the impact of top performing sales talent to creating effective job descriptions sourcing candidates conducting interviews making compelling offers and on boarding and training new hires You ll learn how to evaluate skills assess motivation address potential red flags and negotiate competitive compensation packages The book also delves into strategies for retaining top talent managing performance and adapting to future trends in sales recruitment With expert insights real life examples and actionable tips Hiring Sales Winners equips you with the knowledge and tools to build a winning sales team and drive organizational success

**Sales Management** Thomas N Ingram,Raymond W. LaForge,Charles H. Schwepker,Michael R Williams,2015-03-26 Updated throughout with new vignettes boxes cases and more this classic text blends the most recent sales management research with real life best practices of leading sales organizations The text focuses on the importance of employing different sales strategies for different consumer groups and on integrating corporate business marketing and sales strategies It equips students with a strong foundation in current trends and issues and identifies the skill sets needed for the 21st century

**Sales Management Role Plays** William C. Moncrief,Shannon Shipp,1993 With over 100 characters and 11 different scenarios this paperback brings a world of sales encounters to the classroom Players are presented with typical decisions that sales managers and salespeople face every day All role plays focus o n key issues such as recruiting leadership motivation or ethics

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**Contemporary Marketing 2006** Louis E. Boone,2006

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Career Counseling Vernon G. Zunker,2002 This highly successful book has been called the most comprehensive book on the market providing readers with needed career theory as well as practical techniques and examples Through the author s clear writing style case examples tables and exercises readers develop a solid understanding of the theoretical models of career counseling and are thoroughly exposed to the practical information on how to effectively counsel clients about career issues

Telemarketer's Handbook Darlene Maciuba-Koppel,1992

*Oxbridge Directory of Newsletters* ,1995

**Financial Risk Manager Handbook, + Test Bank** Philippe Jorion,2011 The essential reference for financial risk management Filled with in depth

insights and practical advice the Financial Risk Manager Handbook is the core text for risk management training programs worldwide Presented in a clear and consistent fashion this completely updated Sixth Edition mirrors recent updates to the new two level Financial Risk Manager FRM exam and is fully supported by GARP as the trusted way to prepare for the rigorous and renowned FRM certification This valuable new edition includes an exclusive collection of interactive multiple choice questions from recent FRM exams Financial Risk Manager Handbook Sixth Edition supports candidates studying for the Global Association of Risk Professional s GARP annual FRM exam and prepares you to assess and control risk in today s rapidly changing financial world Authored by renowned risk management expert Philippe Jorion with the full support of GARP this definitive guide summarizes the core body of knowledge for financial risk managers Offers valuable insights on managing market credit operational and liquidity risk Examines the importance of structured products futures options and other derivative instruments Contains new material on extreme value theory techniques in operational risk management and corporate risk management Financial Risk Manager Handbook is the most comprehensive guide on this subject and will help you stay current on best practices in this evolving field The FRM Handbook is the official reference book for GARP s FRM certification program

**Marketing Management** Russell S. Winer,2000 For upper level undergraduate or MBA core courses in Marketing Management This text reflects the dynamic environment inhabited by today s marketers helping students understand the marketplace and the impact of technology to make strategic marketing decisions Its modern integrated presentation and strategy based approach covers critical fundamental topics required to succeed in future courses or professional work

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**Economic Policy Review** ,2002 Cognitive Psychology and Emotional Disorders J. Mark G. Williams,1997-07-07 There has been an explosion of interest in applying the methods of experimental cognitive psychology to help understand emotional disorder especially most common anxiety depressive disorders This book reviews this work

**Antidumping and Countervailing Duty Laws** Joseph E. Pattison,2003

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