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 Eades, The Solution Selling Fieldbook: Practical Tools, Application Exercises, Templates and Scripts for Effective Sales Execution, Paperback, 2005

SPIN Selling SITUATION PROBLEM IMPLICATION NEED ...

SPIN Selling Page 4 of 12 • Advances - are those times, either in a call or after it, which moves the sale forward toward a decision
 Typical Advances might include:
 o A ...

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SPIN Selling - A Summary

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 Schmoker, M J (2001) The results fieldbook: Practical strategies from dramatically improved

Contents

selling as a high-level profession needing all the skill and care that go with professionalism in any field
 And I'm writing about how to make major sales—that significant business which has the margins and re practical value of our ideas before we were ready to publish them

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SPIN QUESTIONS - California State University, Sacramento

How to use SPIN Questions
 1 Write down at least three potential problems which the prospect may have and which your products might solve before making a sales call
 2 Write down some actual Problem Questions that you could ask to uncover each of the potential problems you've identified
 3 Ask yourself what difficulties might arise for each

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