

Manuale Di Vendita

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4.8. Gestione delle Obiezioni

Sciogliere Dubbi Complessi

L'obiezione fa parte della vendita quindi non bisogna spaventarsi. Possono essere vere o false. Quelle vere vanno affrontate con argomentazioni corrette. Quelle false vanno evitate e superate. In generale per superare tutte le obiezioni bisogna avere la conoscenza del prodotto, della scadenza e dei prezzi dei concorrenti in zona.

Mettere in condizione il cliente di parlare delle cose che non vanno, ascoltare e capire le lamentele.

Fare attenzione ai cambi di comportamento con i clienti acquisiti: possono essere segnali di insoddisfazione e la rottura può avvenire improvvisamente subito dopo.

DOMANDE E RISPOSTE



Nel caso ci sia un effettivo affollamento del negozio si propone al cliente un appuntamento e si cerca di gestirlo in giornata.



Manuale Di Vendita

Martino Ronchi



Manuale Di Vendita:

The Enigmatic Realm of **Manuale Di Vendita**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing lacking extraordinary. Within the captivating pages of **Manuale Di Vendita** a literary masterpiece penned with a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting effect on the hearts and minds of those who partake in its reading experience.

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