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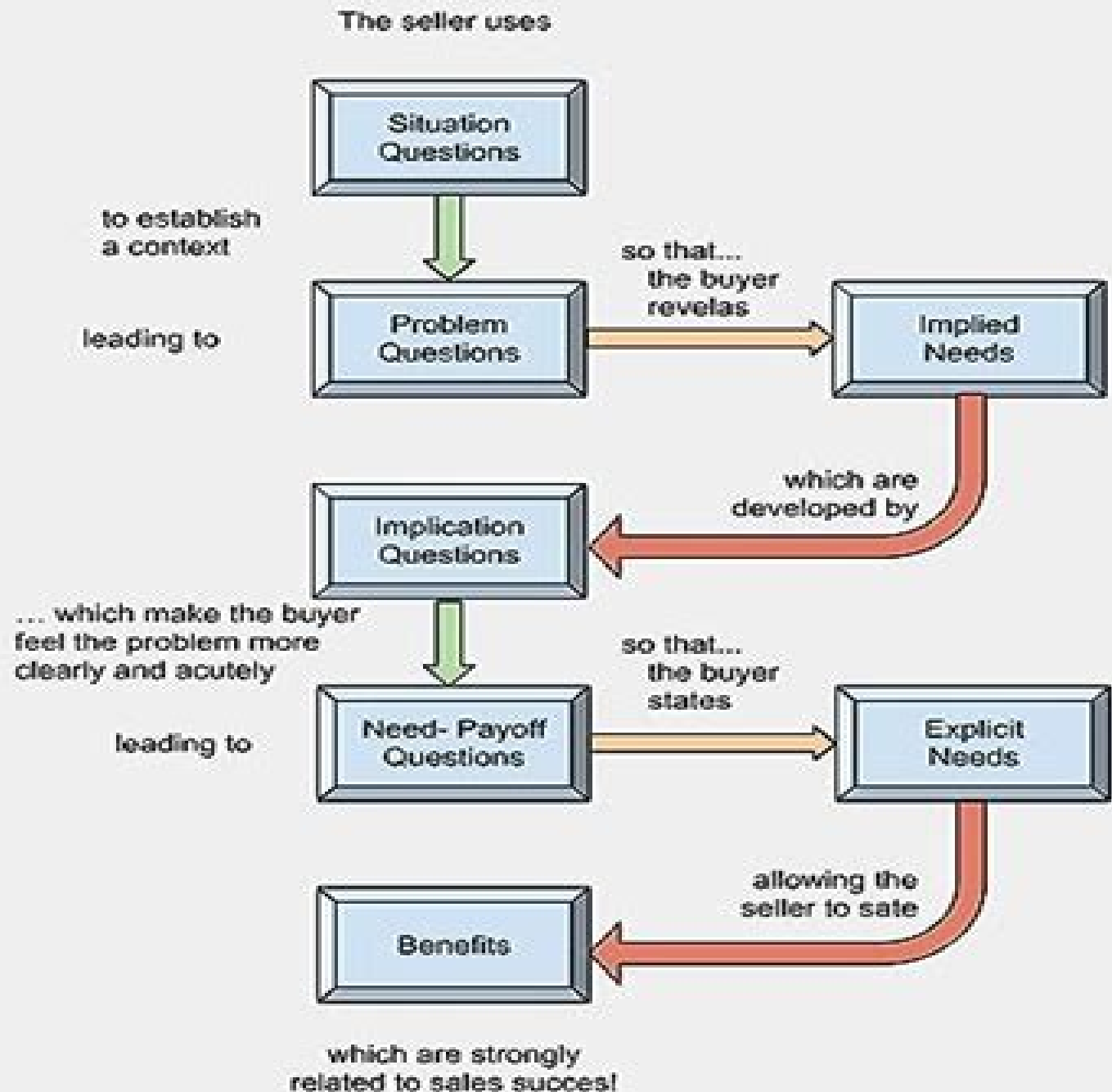


Figure 4.10 The SPIN Model

Spin Selling Situation Problem Implication Need Payoff

Gregory Rich, Rhett Epler



Spin Selling Situation Problem Implication Need Payoff:

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Selling Today Gerald L. Manning,Barry L. Reece,2001 This text emphasizes a partnership approach to sales The new edition introduces the theme of selling to knowledge workers and features expanded coverage of consultations selling strategic selling and partnering **SPIN Selling** Neil Rackham,1988-05-22 The international bestseller that revolutionized high end selling Written by Neil Rackham former president and founder of Huthwaite corporation SPIN Selling is essential reading for anyone involved in selling or managing a sales force Unquestionably the best documented account of sales success ever collected and the result of the Huthwaite corporation s massive 12 year 1 million dollar research into effective sales performance this groundbreaking resource details the revolutionary SPIN Situation Problem Implication Need payoff strategy In SPIN Selling Rackham who has advised leading companies such as IBM and Honeywell delivers the first book to specifically examine selling high value product and services By following the simple practical and easy to apply techniques of SPIN readers will be able to dramatically increase their sales volume from major accounts Rackham answers key questions such as What makes success in major sales and Why do techniques like closing work in small sales but fail in larger ones You will learn why traditional sales methods which were developed for small consumer sales just won t work for large sales and why conventional selling methods are doomed to fail in major sales Packed with real world examples illuminating graphics and informative case studies and backed by hard research data SPIN Selling is the million dollar key to understanding and producing record breaking high end sales performance **1001 Ways to Market Your Services** Rick Crandall,1998 Offers specific sales and marketing ideas for companies of all sizes and includes tips on using personal contacts brochures online marketing trade shows and newsletters to promote sales **The SPIN Selling Fieldbook: Practical Tools, Methods, Exercises and Resources** Neil Rackham,1996-06-22 Put into practice today s winning strategy for achieving success in high end sales The SPIN Selling Fieldbook is your guide to the method that has revolutionized big ticket sales in the United States and globally It s the method being used by one half of all Fortune 500 companies to train their sales forces and here s the interactive hands on field book that provides the practical tools you need to put this revolutionary method into actionimmediately The SPIN Selling Fieldbook includes Individual diagnostic exercises Illustrative case studies from leading companies Practical planning suggestions Provocative questionnaires Practice sessions to prepare you for dealing with challenging selling situations Written by the pioneering author of the original bestseller SPIN Selling this book is aimed at making implementation easy for companies that have not yet established SPIN techniques It will also enable companies that are already using the method to reinforce SPIN methods in the field and in coaching sessions The Publishers Weekly

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Business Today ,1997

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