

Document Generated: 12/18/2025

Learning Style: On Demand

Technology:

Difficulty: Beginner

Course Duration: 1 Hour

Ask the Right Questions: Consultative and Prospecting Skills Training



About this Course:

A lot of the above problems really boil down to you not being able to think more logically and rationally and not being able to present your point across in a clear and convincing way. That's where improving your sales skills is essential to drive

better and productive outcomes.

Course Outline:

- Problem Case
- What is Consultative Selling?
- Tips to Improve Consultative and Prospecting Skills
- Strategies for Sales Prospecting, Consultative Questioning and Getting Buy-in from a Prospect
- Ask the Right Questions
- How to Ask Probing Sales Questions
- How to Uncover Buyer Needs with Sales Probing Questions
- Remember to Ask Open Ended and Close Ended Questions
- Client Says, "Let Me Think About it.", What Should you Say?
- Your Role as a Sales Representative
- Suggestions