

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.



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Michele Corsaro



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