



Face to face selling skills – Module 3

Common Selling Mistakes

Tasks for the Module

Use this form as a working paper to write your notes for the following tasks

Select one of your customers you know well – list the common errors made by sales people – then meet with the customer to ask if you ever make these mistakes.

My notes ...

Meet with your colleagues to review this list of common mistakes and ask yourselves – are there other mistakes relevant to our company/sector/industry?

My notes ...
