



## Face to Face Selling Skills – Module 8

### Dealing with questions and objections



### Preparatory Questions for the Module

Use this form as a working paper to write your answers to the following preparatory questions

What are the three most often heard questions? What are the best answers?

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What are the most common objections? What is the best way of dealing with each of them?

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**How could I change my sales presentation to anticipate questions and objections?**