# **6 Essential Steps to Solution Selling**



Look for a prospect with a problem your product or service solves. Identify the decision-making unit (DMU). Ask questions to diagnose the prospect's problems and understand their needs. Develop a customer champion and gain access to key decisionmakers. Offer a custom solution and demonstrate its ROI. Come to a mutually beneficial agreement.



# **Selling The Solution**

Jiyuan Zhang

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The New Solution Selling Keith M. Eades, 2003-11-14 Building on the success of Solution Selling the author updates the decade old book with new case studies and examples designed to enhance his argument that selling should be Solution Selling: Creating Buyers in Difficult Selling Markets Michael T. personalized and creative 35 000 first printing Bosworth,1995 In this age of rapidly advancing technology sales professionals need a reliable method for selling products and services that are perceived as sophisticated or complex This book offers techniques for overcoming the customer s resistance showing how to generate prospects and new business with a unique value perception approach create a set of tools that enable sales managers to manage pipeline assign prospecting activity control the cost of sales and more The New Solution Selling ,2018 Solution Selling Exam Prep Cybellium, Welcome to the forefront of knowledge with Cybellium your trusted partner in mastering the cuttign edge fields of IT Artificial Intelligence Cyber Security Business Economics and Science Designed for professionals students and enthusiasts alike our comprehensive books empower you to stay ahead in a rapidly evolving digital world Expert Insights Our books provide deep actionable insights that bridge the gap between theory and practical application Up to Date Content Stay current with the latest advancements trends and best practices in IT Al Cybersecurity Business Economics and Science Each guide is regularly updated to reflect the newest developments and challenges Comprehensive Coverage Whether you re a beginner or an advanced learner Cybellium books cover a wide range of topics from foundational principles to specialized knowledge tailored to your level of expertise Become part of a global network of learners and professionals who trust Cybellium to guide their educational journey www cybellium The Solution Selling Fieldbook Keith M. Eades, James N. Touchstone, Timothy T. Sullivan, 2005-07-14 The com breakthrough process used by more than 500 000 sales professionals worldwide The Solution Selling Fieldbook helps you integrate the plan's nuts and bolts techniques into your own day to day practices and immediately gain access to key decision makers diagnose buyers business issues and increase top line sales Building on the processes principles and management systems outlined in The New Solution Selling this practitioner's workbook features A complete step by step blueprint for sales success A trial copy of Solution Selling software A valuable Solution Selling CD ROM that includes tools templates and sales letters Includes Exclusive Solution Selling Software on CD ROM More than 120 work sheets on negotiating opportunity assessments implementation plans and more Letters e mail templates Coaching on Solution Selling techniques Import export capabilities Links to more Solution Selling content **Needs Selling Solutions** Jeff F. Allen, Gary D. McGugan, 2009 This resource provides practical advice to help sales professionals identify opportunities qualify prospects and sell more effectively **Zero-Time Selling** Andy Paul, 2011-08-01 A comprehensive guide to consistent sales success and effective customer relations The amount of time customers have to invest in sellers is limited They want the information they need now Don't dress it up Don't overdo it Don't waste their time Zero Time Selling gives every sales professional sales manager

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