

open ended questions and pdf

When to ask open-ended sales questions? Open-ended questions essentially do three things: They help you understand a business better; They help you build rapport with a prospect; They help kickstart more meaningful discussions; Since open-ended questions lead to long discussions, they are poor tools for getting specific answers from leads.

87 Open-Ended Sales Questions Every Digital Agency Should

Designing and Conducting Focus Group Interviews Richard A. Krueger Professor and Evaluation Leader
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