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Rackham, former president and founder of Huthwaite corporation, SPIN Selling is essential reading for anyone involved in selling or managing a sales force. Unquestionably the best-documented account of sales success ever collected and the result of the Huthwaite corporation's massive



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in 1988 by Neil

Rackham. It ' s all

about asking questions.

And it ' s very tactical.

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lead conversations with customers. You transition through four different types of questions: S ituation, P roblem, I mplication, N eed/Payoff.

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Spin Selling by author Neil Rackham is a method that helps you ask the right questions when it comes to selling. When I worked in sales, I remember that my coach always said: You have two ears and one mouth. Use them in the same proportion.

Spin Selling PDF  
Summary - Neil  
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Rackham | 12min Blog  
SPIN Selling Page 8 of  
12 The SPIN questions  
provide a road map for  
the seller, guiding the  
call through the steps of  
need development until  
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been reached. The more  
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IMPLICATION NEED

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Rackham ' s research

led to a number of

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(abbreviated to  
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