

Most Popular Sales Methodologies

SPIN Selling: N for Need Payoff



In this final questioning stage, the salesperson encourages the prospect to consider how their situation can improve if their problem is solved.

In essence, you're probing for opportunities where your solution will be able to address their most pressing issue. These questions emphasize the proposed solution's worth, significance, or utility.



Need payoff

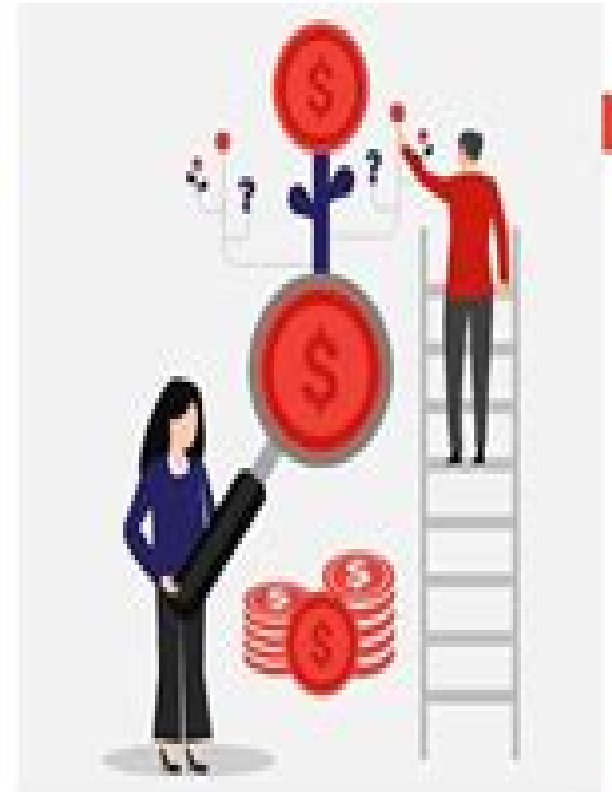


Example Questions



➤ Will our solution add value to your product?

➤ Will our solution make it easier for you to achieve your goals?



Determining The Payoff Of Management Training

S Marginson



Determining The Payoff Of Management Training:

Determining the Payoff of Management Training Richard O. Peterson, 1979 *Determining the Payoff of Management Training*, 1981 Making Sense of Organizational Learning Cyril Kirwan, 2016-05-13 The ability of a business to engage in real organizational learning and to do so faster and in a more sustainable way than its competitors is being increasingly seen as an essential component of success In *Making Sense of Organizational Learning* Cyril Kirwan examines the wide range of factors necessary to create and sustain organizational learning and knowledge at all levels At the individual level the generation of continuous learning opportunities and reflection on experiences are critically important At the team level it is about encouraging collaboration team learning and the sharing of knowledge At the organizational level the emphasis is on building systems to capture and share knowledge and providing strategic leadership for learning The book shows you how you can best exploit the knowledge that already exists within your organization while at the same time develop the capability of the people that work there It deals in turn with individual learning learning with others learning in organizations and in particular the role of the HR function and of line managers Each chapter provides theoretical background and real world examples Diagnostic questionnaires checklists and other tools are also included *Making Sense of Organizational Learning* provides an evidence based argument for the adoption of effective organizational learning policies and practices and offers a real opportunity to improve performance Thinking practitioners working in and around learning and development or organization development will find it invaluable as will those undertaking post graduate study in HR and related disciplines **The GSA Training Center Catalog and Schedule** GSA Training Center (U.S.), 1984 Assessing the Impact of Continuing Education Alan Boyd Knox, 1979 **Measuring Information Technology Investment Payoff** Mo Adam Mahmood, Edward J. Szewczak, 1999-01-01 It would seem that business investment in information technology IT is at root no different from business investment in anything else After a careful consideration of the costs of the investment and its anticipated benefits a decision is made as to whether the benefits of the investment outstrip the costs and by how much If the benefits are competitive with other investment alternatives say a major marketing campaign then the business will commit financial resources to the IT proposal Otherwise it won't This decision making process is at the heart of capital budgeting Senior executives have been making IT investment decisions for well over three decades So why is the measurement of IT investment payoff so difficult and controversial Why do we need a book dealing with contemporary approaches to measuring IT investment payoff Why have earlier approaches to measuring IT investment payoff proven unsatisfactory In what respects have earlier approaches fallen short Do we need to scrap earlier approaches entirely or can we find important improvements to these approaches such that they can be newly applied to effectively measure IT investment payoff in ways that are convincing to senior management This book will help you to find improvements in existing methods for measuring IT investment payoff as well as to find new innovative methods for addressing the value of emerging IT 0000 0 Measuring

ROI in Environment, Health, and Safety Jack J. Phillips, Patricia Pulliam Phillips, Al Pulliam, 2014-01-09 Using the most successful evaluation system in the world for measuring impact and ROI the ROI Methodology learn how to measure the success of all business programs and projects involving environmental initiatives health related programs for employees and citizens and various safety programs in all types of settings Few topics are more important than the health and safety of employees associates and citizens Organizations focus a tremendous amount of money resources on maintaining a zero harm approach to its employees the greater community and the surrounding environment At the same time organizations are implementing many types of wellness and fitness programs ensuring that employees remain healthy safe and productive Measuring ROI in Environment Health and Safety shows how to measure the success of all types of programs and projects involving environmental initiatives health related programs for employees and citizens and various safety programs in all types of settings Environmental efforts or green projects can represent value for organizations Eighty percent can deliver a positive ROI and the other 20 percent are often required by regulation In either case it is critical to understand whether or not these projects are working This new book will show step by step how to measure the success of many types of green programs Within an organization responsibility for environment health and safety is often under the direction of the same executive team Their concern is always about how well the programs are working and more importantly what can be done to ensure that they are more successful ROI in Environment Health and Safety introduces the ROI Methodology now used by over 4 000 organizations and the most successful and utilized evaluation system in the world for measuring program impact and ROI It shows step by step how to capture the reaction to the various initiatives and programs a firm may institute the learning necessary to make them successful progress in terms of application and implementation the specific business impact measures driven by these programs and finally the financial ROI Along the way data is collected for process improvement to ensure that if certain programs are not working they can be adjusted for success *Designing and Delivering Cost-effective Training--and Measuring the Results* Ron Zemke, Linda Standke, Philip Jones, 1981 Articles on human resources development and pedagogics of vocational training in USA covers planning of training determination of training needs and training objectives selection of teaching and training material teaching methods computer assisted instruction psychological aspects of the teaching learning process training of trainers training behaviour training management evaluation etc Diagrams illustrations references tables *Designing Training* ,1990 Journal of Continuing Social Work Education ,1984 *The McGraw-Hill 36-hour Management Course* Lester R. Bittel, 1989 The McGraw Hill 36 Hour Management Course is tailor made for people who need to master the fundamentals of management practice without a major outlay of time money and meaningless busywork There is simply no better way for managers to spend 36 hours Training and Development Journal ,1987 **Evaluating Training** ,1989 **InfoWorld** ,1995-11-20 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects **Project**

Management ROI Jack J. Phillips, Wayne Brantley, Patricia Pulliam Phillips, 2011-09-20 Business Economics Project Management An exclusive portal to the methods and tools the ROI Institute uses to determine return on investment in project management To survive this modern age of financially skeptical show me the ROI investors it is a crucial step for companies to develop an effective project management strategy in order to stay ahead of the curve and achieve success Project Management ROI takes the guesswork out of determining how to monetarily value projects by teaching the time tested Return on Investment ROI methodology It presents these results based concepts in a methodical reproducible manner that project managers executives and analysts can use as a validated reference for future projects This book focuses on an array of measures to forecast project value and collect data during and after implementation including reaction learning application and implementation impact return on investment and intangibles Project Management ROI Is the first book from the renowned ROI Institute to focus on project management ROI Provides both the tools and methodology for measuring the ROI of project management investments Will help project managers discover the value of specific project management solutions to justify project expenditures The Cumulative Book Index ,1980 A world list of books in the English language
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