

Practice Activity

Craft Conditional Access Questions



Objective:

To create Conditional Access questions to keep communication open with decision-makers, ensuring you stay connected even when ongoing meetings are not feasible.

Instructions:



Go through the scenario and examples provided below.



Write three Conditional Access questions you could use at the end of your meeting to keep the lines of communication open with the decision-makers.



Each question should include a polite request to reconnect if needed.

Scenario:

You have just concluded a productive meeting with Clark, the owner of a mid-sized business. He expressed interest in your software but requires time to discuss it with his team. Although regular follow-ups aren't feasible, it's crucial to keep the lines of communication open in case any questions or concerns emerge.

Example:

Open question 1:

"Should any concerns arise after your internal discussions; may I contact you to provide further insights or solutions?"

Open question 2:

"In case any challenges come up during your decision-making process, would it be alright if I followed up with you to see if I can assist?"

ValuePrompter®

Contact:

Business Issue /
Individual Objective:

Anxiety Question:

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Problem		
<p>Open Question: Can you describe the specific challenges you're facing with customer retention?</p>		
<p>Not more than 250 characters</p>		
<p>Probe Question:</p> <ul style="list-style-type: none">• Are customer complaints increasing due to these retention issues?		
<p>Not more than 250 characters</p>		
<ul style="list-style-type: none">• Is there a particular segment of your customer base that is most affected?		
<p>Not more than 250 characters</p>		
<p>Confirm Question: Add Confirm</p>		
OPEN	PROBE	CONFIRM

Solution		
<p>Open Question: Add Open</p>		
<p>Probe Question:</p> <ul style="list-style-type: none">• Add Probe• Add Probe• Add Probe		
<p>Confirm Question: Add Confirm</p>		
OPEN	PROBE	CONFIRM

Value		
Open Question: Add Open		
BV Probe Question:		
<ul style="list-style-type: none"> • Add Probe • Add Probe • Add Probe 		
PV Question: Add Personal Value Question		
Confirm Question: Add Confirm		
OPEN	PROBE	CONFIRM

Power		
Open Question: Add Open		
Probe Question: Add Probe		
Confirm Question: Add Confirm		
OPEN	PROBE	CONFIRM

Plan		
Open Question: Add Open		
Probe Question: Add Probe		
Confirm Question: Add Confirm		
OPEN	PROBE	CONFIRM

When you're ready, return to the e-learning module to continue your learning journey.