



# Practice Activity:

## Apply Triangulation Questions to Your ValuePrompter®

### Objective:

To practice using **Triangulation** questions within the **Power** section of your ValuePrompter® to validate who holds decision-making authority. You will learn how to ask multiple people involved in the buying process, ensuring you're engaging the right individuals throughout the sales conversation.

### Instructions:

- Open the ValuePrompter® and focus on the **Power** box.
- Create three open-ended **Triangulation** questions that should help you identify any hidden decision-makers or influencers that you can ask multiple people to validate who has the final authority over the purchasing decision. You will write both **open-ended** and **probe** questions.
- Create three probe **Triangulation** questions that you could ask to further validate who has the authority. These questions should be directed at both people to ensure that the decision-making process is fully understood.
- Add the questions to your ValuePrompter® under the **Power** section to prepare for your next conversation.

## Example Open-ended Questions:

- Besides you, who else will be involved in deciding whether this is the right solution for your business?

Not more than 300 characters

- How do you typically work with Power on making large business decisions like this?

Not more than 300 characters

- Who else in the business would need to review this proposal before a decision is made?

Not more than 300 characters

## Example Probe Questions:

- Is Power's input required before making the final decision?

Not more than 300 characters

- Do you and Power usually make these decisions together, or does one of you take the lead?

Not more than 300 characters

- Can I confirm that both of you will need to approve this purchase before moving forward?

Not more than 300 characters

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