



Practice Activity

Explore the ValuePrompter®

Objective

Practice adding questions to the ValuePrompter®.

Instructions

1. Create some questions for the Problem box.
2. Add these questions to the Problem box of your ValuePrompter®.

Open and Probe Question Examples

- **Open Question:**
What potential problems would a prospect have?
- **Probe Question 1:**
Are customer complaints increasing due to these retention issues?
- **Probe Question 2:**
Is there a particular segment of your customer base that is most affected?

Remember to ask Confirm questions after your prospects share their thoughts. Confirm questions summarize what you have heard and repeat it back to the prospect, demonstrating active listening and ensuring mutual understanding.

Business Issue / | Add Business Issue or Individual Objective here|

Individual Objective:

Anxiety Question: | Add Anxiety Question here|

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Problem

Open Question: Add Open

Not more than 100 characters

Probe Question:

- Add Probe

Not more than 100 characters

- Add Probe

Not more than 100 characters

Confirm Question: Add Confirm

OPEN

PROBE

CONFIRM

Solution

Open Question: Add Open

Probe Question:

- Add Probe
- Add Probe
- Add Probe

Confirm Question: Add Confirm

OPEN

PROBE

CONFIRM

Value

Open Question: Add Open

BV Probe Question:

- Add Probe
- Add Probe
- Add Probe

Power

Open Question: Add Open

Probe Question: Add Probe

Confirm Question: Add Confirm

OPEN

PROBE

CONFIRM

Plan

PV Question: Add Personal Value Question

Confirm Question: Add Confirm

OPEN

PROBE

CONFIRM

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.