



Practice Activity:

Create Open and Probe Triangulation Questions for 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.