

B. Discover Needs

8/16 | 50%

What question did the salesperson ask?		Points
B1	This is a basic question ! General question(s) on how I would use the product	
B3	This is a long descriptive question. It will usually ask the user to describe something he or she observed. This question will also include topics to touch on while answering the question This is a long descriptive question. We would guess that these answers are up to 250 words in the length. These answers go into great detail about the observations noted by the man or woman. We need to be prepared for formatting issues as these answers will definitely span more than one row	