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What is the Socratic
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salesman at a car dealership, and a client suddenly comes in a sports car looking to trade his car for a more practical one. He tells you he wants a family car, a big four-door sedan. You obviously want him to purchase the more expensive car, so you start asking him the right questions: ...

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The Greek philosopher Socrates was no fan of lectures, and if he were around today, he'd be equally dismissive of sales pitches. He was famous for asking his

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students targeted questions in order to provoke thoughts, help them analyze concepts, and get to the truth of issues. Socrates knew where he wanted his students to arrive, but instead of simply lecturing them, he realized that he could lead them to epiphany by asking a series of questions in the right

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**Socratic Sales: The 21
Best Questions for
Mastering Lead ...**

Selling with the Socratic Method requires the sales person to listen with both ears, the head, and the heart.

Misunderstandings can happen all too easily.

Misunderstandings can happen all too easily.

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An example: The customer likes everything about the car being offered except for the "awful" beige upholstery.

A Socratic Approach to Successful Selling | AMA

As with any new skill, the Socratic Selling Method requires lots of practice and refining to

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our vocabulary, personality, and philosophy of doing business. Making the sales transaction one of collaboration and not one of confrontation is possible when we engage our customers in the process.

**Using The Socratic
Selling Method -
Bottom Line ...**

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The Socratic Method -
Most Powerful Sales
Technique of All Time.

Socrates was a great
ancient Greek
philosopher who
invented the most
powerful sales
technique of all time.
His "Socratic Method"
involved asking
questions which would
eventually compel an
individual to agree with

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him. In this article,
you'll learn how to use
the powerful Socratic
Method to almost force
people to buy your
product or service.

The Socratic Method - Most Powerful Sales Technique of All ...

The Socratic method
(also known as method
of Elenchus, elenctic
method, or Socratic

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debate), is a form of cooperative argumentative dialogue between individuals, based on asking and answering questions to stimulate critical thinking and to draw out ideas and underlying presuppositions. It is named after the Classical Greek philosopher Socrates and is introduced by

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him in Plato's
Theaetetus as ...

Socratic method - Wikipedia

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The Socratic Questioning technique is an effective way to explore ideas in depth. It

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Socratic can be used at all levels and is a helpful tool for all teachers. It can be used at different points within a unit or project. By using Socratic Questioning, teachers promote independent thinking in their students and give them ownership of what they are learning.

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Questioning Technique - Intel

Socratic Selling shows salespeople how to build a relationship with the customer and close the sale more surely. The approach uses the Socratic Method: "A method of teaching or discussion, as used by Socrates, in which one asks a series of easily answered questions

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which inevitably lead the answerer to a logical conclusion". (Webster's Unabridged).

Socratic Selling: How to Ask the Questions That Get the ...

William Thomas Tucker is the author of Miracles Made Possible (3.76 avg rating, 17 ratings, 2 reviews, published 2004) and The Socratic

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