

The Buyer – Seller Dance

Steve Swatman

Managing Director

Sandler Training, London

Steve.swatman@sandler.com



Q1. Who does the most critical job in your company?

1. The CEO



2. Anyone who Sells



3. Product Designers



4. The Finance Director



5. Anyone who makes Tea



Q2. Customers mainly buy from you because...?

Vote Now

1. They like you



2. The sales person enthusiastically sells the benefits



3. Your solution is the cheapest



4. They perceive your solution delivers value



5. They believe the marketing propaganda



Q3. If your sales forecast is wrong, who fault is it predominantly?

1. The Customer's



2. Bad luck or Acts of God



3. The Sales person's



4. The Economy or the Market



5. Donald Trump's



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07799 838908

