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What is 'The

Socratic Method'?

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everything ! Sonu
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the Socratic
Method? ...

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The Socratic Salesman

What is the
Socratic Method? ...
You are a salesman
at a car dealership,
and a client
suddenly comes in
a sports car

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Salomon is 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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**What Is The
Socratic Method?
(How to
Persuade
Anyone)**

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Active-Current and its File Number is 442679. The company's principal address is 7145 W State St Ste 110, Boise, ID 83714 and its mailing address is 7145 W State St Ste 110, Boise, ID 83714.

The Socratic

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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 students targeted questions in order to provoke thoughts, help

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Summary
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

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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.

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Misunderstandings
can happen all too
easily.

Misunderstandings
can happen all too
easily. An example:
The customer likes
everything about
the car being
offered except for
the "awful" beige
upholstery.

A Socratic

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Approach to Successful Selling | AMA

As with any new skill, the Socratic Selling Method requires lots of practice and refining to our vocabulary, personality, and philosophy of doing business. Making the sales

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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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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

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individual to agree with 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

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...

The Socratic method (also known as method of Elenchus, elenctic method, or Socratic debate), is a form of cooperative argumentative dialogue between individuals, based on asking and

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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 him in Plato's Theaetetus as ...

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Socratic method - Wikipedia

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Questioning

technique is an effective way to explore ideas in depth. It 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,

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teachers promote independent thinking in their students and give them ownership of what they are learning.

The Socratic Questioning Technique - Intel
Socratic Selling shows salespeople how to build a

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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 which inevitably lead the

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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,

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2004) and The
Socratic Salesman
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