

CSE Practice Test Questions and Answers

1. What role does a sales proposal play?

- A) Presents solutions, pricing, and benefits to customers
- B) Is irrelevant to the customer
- C) Is only used after sales closure
- D) Is a legal document only

2. Why should demonstrations be interactive?

- A) Allows customers to ask questions and experience the product
- B) Keeps customers passive
- C) Confuses the audience
- D) Slows down the sales process

3. How does solution design benefit customers?

- A) Provides tailored products/services that fit needs
- B) Limits customer options
- C) Increases complexity unnecessarily
- D) Reduces product functionality

4. What is the best approach to closing a sale?

- A) Ask for the order confidently and address last-minute concerns
- B) Avoid the topic of closing
- C) Rush the customer
- D) Give discounts immediately

Answers: 1-A 2-A 3-A 4-A

For More CSE Questions and Answers FREE, CSE Online Prep Training,
CSE Exam, CSE Study Guide, CSE Flashcards, CSE Quizzes visit:

CSE Practice Test