

Sales Practice Test Questions and Answers

1. Skill in probing is

- A) Questioning Skill
- B) Answering Skill
- C) RCPA skill
- D) All of the above

2. What does RCPA mean?

- A) Registered Care Providers Association
- B) Remote Control Perimeter Access
- C) Retail Chemist Prescription Audit
- D) Regional Climate Protection Authority

3. What is 80% of 1,200?

- A) 300
- B) 920
- C) 520
- D) 850

4. When to hang up on a call

- A) Customer agrees for your product
- B) On completion of detailing
- C) On getting buying signals
- D) All of the above

Answers: 1-A 2-C 3-B 4-D

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