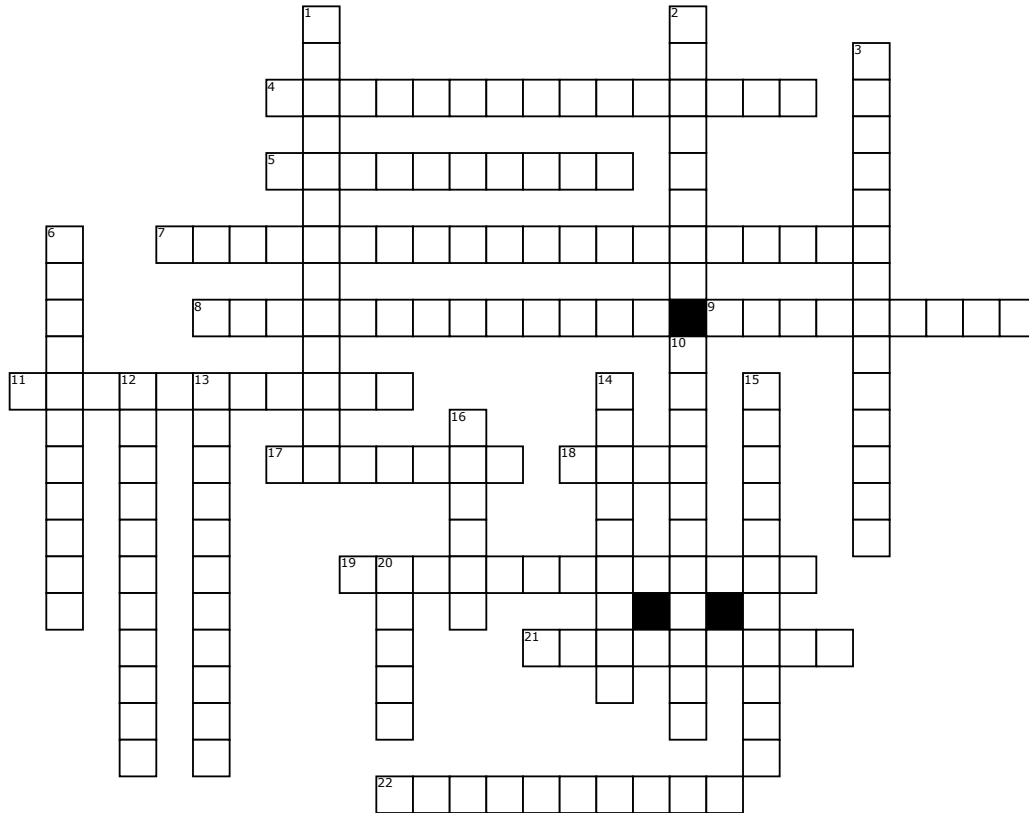


Strategic Selling Crossword



Across

- 4.** Person key to the decision,
5. Aspiring to new goals,
7. Short opportunity statement,
8. Keeps a review on track,
9. One page analysis and plan,
11. Four types of alternatives,
17. Indicates an uncertainty,
18. Describes an individual's type of influence,

- 19.** Last to approve,

- 21.** Factors in our favour,
22. Deciding whether or not to pursue,

Down

- 1.** Takes notes at a review,
2. Doesn't see a reason to act,
3. Measurable outcome for the organisation,
6. Self-interest in the outcomes,

- 10.** A list of open opportunities,

- 12.** Searching for new opportunities,
13. Behind expectation,
14. Quick tool for rating opportunities,
15. Insights that suggest value,
16. Individuals perception of your solution,
20. Wants you to win above others,

Word Bank

BUYINGINFLUENCE
 PROSPECTING
 EVENKEEL
 COMPETITION
 TROUBLEMODE
 REDFLAG

SINGLESALSOBJECTIVE
 ECONOMICBUYER
 PERSONALWIN
 QUALIFYING
 PROCESSKEEPER
 GROWTHMODE

BLUESHEET
 BUSINESSRESULT
 SCORECARD
 SALESFUNNEL
 COACH

STRENGTHS
 RATING
 PERSPECTIVE
 ROLE
 NEUTRALSCRIBE