

# Chapter 8

## The Foundation of the Selling Process: Prospecting and Qualifying

### Multiple Choice questions

1. According to a few studies, 60% of business development activities with the least potential in the sales process are those in Chapter 8. Which of the following is the least likely prospecting activity?
- a. Cold calling or mail contact of prospecting
  - b. Identifying your sales target customer using lead lists or lead generating companies
  - c. Telephone-based sales lead generation
  - d. Using your source of the lead user's information
  - e. Contacting a list of address verified by prospecting research your contacts' email address about your website.
- a) Wrong
2. Which of the following is the best method of prospecting according to the Public Policy Office of Business Development Strategy and Research published in the Global Entrepreneurship Monitor (2010)?
- a. Cold calling
  - b. Telephone-based
  - c. Direct Mail
  - d. Facebook
  - e. LinkedIn
- a) Wrong
3. According to the Global Entrepreneur Monitor, the most productive sales activity is \_\_\_\_\_.
- a. Cold calling
  - b. Direct Mail
  - c. Telephone-based
  - d. Facebook
  - e. LinkedIn
- a) Wrong
4. Which of the following is the best method of prospecting according to the Public Policy Office of Business Development Strategy and Research published in the Global Entrepreneurship Monitor (2010)?
- a. Facebook
  - b. LinkedIn
  - c. Direct Mail
  - d. Cold
  - e. Cold calling
- a) Wrong

# Retailing Test Item File 6epb1997

**Y Pai**



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