

# spencerharrington

## Role Play

Often the most dreaded part of the interview process, if approached in the right way, and with the right attitude they can be a lot of fun and a great way to display your skills.

### Preparation

- Though it's unlikely you'll know the scenario prior to the actual RP you can prepare by considering possible scenarios you may be presented with and thinking through how you would deal with these situations;
  - Objection handling from difficult customers
  - Negotiation
  - Dealing with high pressure situations

### The Role Play

- Once you know the scenario think through how you are going to approach it, from beginning to end, don't just jump in and hope for the best.
- Think about what skills the interviewer wants to see from you; negotiation, tenacity, listening, comprehension and confidence and make sure you demonstrate them fully.
- Remember the most important skill for a successful sales man is not talking, but LISTENING. Ask lots of questions, find out as much information as you can and then and only then move in with your solution.

**And remember, it's not all about winning it's about showcasing your skills to the best of your ability. Even if the role-play takes an unfortunate turn remain positive and show tenacity and self-confidence**