

Table 6.5 Statements Used to Measure the Sales Priorities from the Customer's Perspective
表格 6.5 用于测量 Everything DiSC Sales 优先性的表述 - 客户的角度

Action 行动	Being assured that things will happen quickly and easily once I make a decision 能确保—但我做出决定，事情可以快速轻松地进行 Getting things moving as soon as possible after the sale 交易后事情可以尽可能早地开展起来
Enthusiasm 热情	Seeing a product/service that I 'm excited about 看到让我兴奋的产品/服务 Working with salespeople who are enthusiastic and passionate about the product/service 与对产品/服务有热情和激情的销售人员共事
Relationships 关系	Working with salespeople who are friendly and personable 与友好而有个人魅力的销售人员共事 Working with salespeople that I connect with 与和我建立起联系的销售人员共事 Knowing that the salesperson doesn't see me as just another sales opportunity 知道销售人员并不只是把我看作是另一个销售机会 Working with a salesperson I enjoy talking to 与我喜欢与之交谈的销售人员共事
Sincerity 诚意	Working with salespeople who are sincere 与真诚的销售人员共事 Working with salespeople who I sense are genuinely looking out for my best interest 与能让我感觉到其真诚地关注我的最大利益的销售人员共事 Working with a salesperson who genuinely seems to care about my needs and concerns 与看上去真正关心我的需求和担心的销售人员共事 Working with a salesperson who is a good listener 与一个善于倾听的销售人员共事
Dependability 可信性	Being sure that the salesperson is dependable 确定销售人员是可信赖的 Working with salespeople who are thorough, careful, and responsible 与考虑周全，细心和负责任的销售人员合作
Quality 质量	Being sure that I'm getting the highest quality 确定我得到最好的质量 Seeing demonstrations of the quality of the product/service 看到关于产品/服务的质量的展示
Competency 胜任力	Being sure that the salesperson is competent to handle my business 确定销售人员有能力处理我的业务 Working with salespeople who are experts in their field 与在其领域是专家的销售人员共事
Results 结果	Having salespeople show me how I can get immediate, practical results 让销售人员向我展示我如何能够获得直接而切实可行的结果 Seeing how the product/service can have a big impact on my success 看到产品/服务如何能对我的成功产生巨大的影响 Seeing the immediate benefits of the product/service 看到产品/服务的直接的好处

** 节选自 Everything DiSC Manual

** 中文内容仅供参考，以英文原文为准